May the Lord's Service Bring You Joy Abundant During 1930

WATCH TOWER BULLETIN

JANUARY, NINETEEN THIRTY

JANUARY 25 TO FEBRUARY 2 PROPHECY DRIVE

What Can You Do in Midwinter?

A One-Book Campaign

The numerous letters received and the many expressions of appreciation heard at the different classes is an indication of the joy and enthusiasm with which the friends received the new book, *Prophecy*. The fact is that it takes the prophecies of Jehovah, given through his holy men of old, and places beside them the facts well known to many, thus enabling the student to determine for himself the fulfilment of the prophecies, and gives all glory to Jehovah. Man had nothing to do with stating the prophecy, beyond writing down what the Lord revealed, and had nothing to do with bringing about the events at the time stated. Therefore everything pertaining to it magnifies the great Jehovah and reveals his purposes of blessing his creatures. This is the great joy of the anointed who really love the Lord. This will also bring joy to every honest-hearted man and woman, because the blessing it assures centers in the great and unchangeable Almighty God.

We must realize, one and all, that not only do we receive a vision of the Lord and his purposes, which brings joy to our hearts, but with this joyful unfolding comes a tremendous responsibility. Unto the anointed are revealed the gracious purposes of Jehovah, not to be selfishly hoarded, but to enable them to heed the admonition, "Cry out and shout, thou inhabitant of Zion: for great is the Holy One of Israel in the midst of thee." Therefore, from the moment *Prophecy* is released, it becomes a Kingdom interest committed unto us individually and as ecclesias for the purpose of using it as the Lord dictates.

The drive commencing January 25 should be the greatest winter witness yet given. Consignments have been shipped to the classes and should reach their destinations well before the drive begins. As outlined in the December *Bulletin*, the territory should be carefully selected, having in mind that it is winter and likely to be cold. We recommend the following points for the service committee's plan of action:

(1) Only such territory is to be worked as has already been covered with the other six books.

(2) The territory should be in fairly large towns and cities where the dwellings are close together.

(3) For winter canvassing choose
(a) Business sections (not assigned to colporteurs).
(b) Apartment houses.
(c) Apartments over stores and business places.
(d) Houses which have closed-in porches and vestibules.

All of these can be worked without much inconvenience even in the coldest weather. However, classes which have only rural territory are not debarred, for farmers, in almost all instances, invite you in. They have plenty of time on their hands and are glad to talk to someone.

There is no such thing as inaccessible territory if the work is properly planned. The planning is primarily the responsibility of the service committee. They should carefully analyze their assignment and present to the workers' meetings definite recommendations, stating why such are made. Let each one, therefore, whether a member of the service committee or a worker, recognize his responsibility before the Lord and carefully do his part in making this drive a success.

Use only the *Prophecy* book for 45¢. Work up a definite canvass, keeping in mind the suggestions offered in the special *Bulletin*, and those points in the book which appealed to you. And remember, "*This Kingdom Gospel must be preached.*"

Do we hear someone say, "Do you realize that you are putting on this drive at the height of winter?"

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Pioneer and Auxiliary Arrangements

Week's Report to Be from Jan. 25 to Feb. 2, Inclusive

Now that you have read the new book, *Prophecy*, we know how anxiously you are awaiting January 25, when the time comes to introduce it to the public in order that the people can also enjoy the good things it contains. Of course you colporteurs want to have an active part in this work. We are not making consignments, but are leaving it to all colporteurs, both pioneers and auxiliaries, to place their own orders.

The auxiliary colporteurs will be working mostly with the classes, and therefore will canvass in the class drives with the *Prophecy* book only. The pioneer colporteurs, however, are asked to feature the *Prophecy* book but to open the campaign with an offer of the entire set of seven books for $2.40. They will be the first to work with the new prices. By 'featuring the *Prophecy* book', we mean that in instances where the party canvassed does not desire the entire set of seven, you drop to *Prophecy* as your final suggestion rather than some one of the other books. We know that you are looking forward to this special occasion and will be as anxious as the rest of the friends to put forth a special effort. Already letters are beginning to come in from various friends about how they are getting ready for this next big attack on the Devil and his organization. We know that you will be thrilled with the idea of giving the people more for their $2.40 than you have been giving for their $2.45, and we rejoice with you in the way the Lord has indicated that the time has come for this special offer to be made.

As the drive is from January 25 to February 2, inclusive, we ask all the colporteurs to end their previous week's report with Friday, January 24, instead of the usual Sunday. For this special *Prophecy* Week, report on the regular card the entire work for the 9 days beginning with Saturday, January 25, and ending Sunday, February 2, inclusive.

Many New Colporteurs

134 Since November 13

During the month of December a second letter was sent to all the classes, calling the attention of the consecrated to the arrangement which the Society has made for all those who are able to give 12 hours a week to the actual canvassing. A most interesting and enlightening explanation was given of the words of Jesus in Matthew 24:40, 41 concerning the present time. He said, "Then shall two be in the field; the one shall be taken, and the other left. Two grinding at the mill; the one shall be taken, and the other left." The time to make haste with the witness work is here.

As from the flashes of God's lightnings on Daniel's prophecy the anointed are beginning to see 'the abomination of desolation standing in the holy place', they are beginning to flee to the mountains. The first letter about the present arrangement for the auxiliary colporteurs was mailed on November 13. Since that time more and more of the friends are awaking to the importance of the times in which we are living and are hastening to enroll in the colporteur work. Since November 13, 147 requests for colporteur application blanks have been received; 58 have already enrolled in the pioneer service, and 76 have entered the auxiliary work. Each day's mail is bringing in more and more requests, which thrills our hearts as we see those 'in Ju-

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OUR

SLOGAN

In accordance with their divine commission, the anointed of the Lord have this single purpose in life. Each year's report has shown that there has been a steady increase in the proclamation of the glad tidings. The one just published for 1929 shows that the past year was the most wonderful one ever. Now, the anointed of the Lord have set themselves to the task of putting forth an even greater effort, as announced in the December 1 *Bulletin*. 5,500,000 books and booklets is a quota which will call for some real work on the part of the 6,000 workers in this country. We believe that by the Lord's grace it can be done, for the Lord has promised that of the increase of his kingdom there shall be no end. It should thrill the heart of every loyal one to have the privilege of engaging in this work, of increasing the Kingdom interests committed unto him personally, and of singing forth the praises of our God. To the anointed the Lord has committed the Kingdom Gospel which must be preached. With confidence, then, we can look forward to his blessings being upon our efforts to accomplish this task.

What a happy lot is ours! Let us all get into this great work, 'press the battle to the gate,' and make 1930 the year of years. Let us all continually bear in mind the slogan for the year, "This Kingdom Gospel Must Be Preached."

NOVEMBER'S WITNESS

	Books	Booklets
Classes	123,879	65,317
Sharpshooters	4,896	2,423
Auxiliaries	22,503	9,426
Pioneers	99,361	55,723
Total for Month	250,639	132,889
Total to Date	401,635	305,639
Quota	2,750,000	2,750,000

"WHAT? ALL SEVEN FOR $2.40?"

This Is What Many a Person Will Say

New Prices to the Public Effective January 25

The Society outlined in the special *Bulletin* of December the activities and arrangements made for the coming year. The big thing, as you have already noticed, is the remarkable change in the price of the books to the public, which becomes effective January 25. It is almost unbelievable that we can offer to the people seven cloth-bound books for $2.40, but still it is a fact. Not only has this arrangement been made for books, but we hope that during the year millions of booklets will be placed, due to the change in their prices. By offering the people two booklets for 15¢, four for 25¢, or nine for 50¢ we believe a splendid witness can be given with these pretty color-covered booklets. Each of them contains a short, interesting message in regard to the Kingdom, and can be left with those who cannot immediately afford a set of seven. It will prepare them for your second, third, fourth and fifth visit.

Then, too, the other arrangement that was made, of allowing a ten-percent discount on all combinations totaling over $1.50, is surely an inducement for placing this Kingdom Gospel in the hands of the people. Didn't it rejoice your heart when you found out that you could go from door to door now, preaching the Kingdom and offering these seven books to the people for so low an amount? Of course it did. We very firmly believe that the 2,750,000 cloth-bound books and 2,750,000 booklets of our quota will easily be placed this year, due to these new prices.

Government reports indicate that the number of unemployed is increasing and conditions among the people are becoming severe, but isn't it true that in this time of stress and perplexity the people really are beginning to wonder what it is all about? While suffering and oppression are increasing, the Lord has graciously arranged it so that we can leave with them this beautiful set for an amount that even the poor can't refuse.

If the pioneers find that during the campaign for January 25-February 2 they can place more sets of seven at $2.40 than they could sets of six at $2.45, we should like to hear from them. During that week the classes and auxiliary colporteurs will be working with *Prophecy* only, and from February 3 on with the new set of seven. All seven books for only $2.40! Doesn't that make you almost bubble over with happiness? And why shouldn't it, when you see that with this new arrangement this Kingdom Gospel, which must be preached, can be preached to a greater number of people. If this proves to be true, then the purpose of this reduction will have been accomplished. The only reason for placing literature in the homes of the people is that this Kingdom Gospel may be preached as the Lord said it must be. Happy is our lot in having part in this tremendous campaign. We hope everyone will make arrangements as outlined in the *Bulletin* for the coming year; and may it be a blessed one for everybody.

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Yes, we do, and we further realize that the Lord's kingdom is not a matter of seasons. It is here for all time and for all seasons, winter as well as summer. In this connection we should like to quote from a letter received from a regional service director in the northern states. "The severe weather demoralized the bus lines; on account of the snowdrifts the car froze up. It was 22 below zero on Friday night." That describes conditions about as bad as they ever are in any part of the United States. Now note the record of the workers in the territory. In this territory, covering the nine northern and most mountainous states, there were only 37 less workers than they had during October, and each worker averaged 4.4 hours a week in the service; in fact they had the second highest average of any section of the United States. The great determining factor is not the weather, but our love and devotion for the Lord and his cause, and where that exists neither man nor devil can hold back God's messengers. The worse the weather conditions are, the more time the people have to read. Take advantage, then, of this golden opportunity. Work during the winter.

Each director will make a special report for the *Prophecy* drive. Your report for the week before the drive will end Friday evening, January 24. Your special drive report will commence Saturday, January 25 and continue to include Sunday, February 2. Please mail this report promptly. If all the reports are sent to the office promptly, we shall be able to let you know the results in the March *Bulletin*. Otherwise we shall have to hold it up until April. We therefore call upon each worker and each director to cooperate in this; the worker by reporting to the director promptly, and the director by compiling the information and mailing it promptly.

Colporteurs and Classes Have Big Month

Quarter Million Books Placed

5,540 Workers in the Field

A quarter of a million cloth-bound books were placed in the hands of the people during the month of November! Isn't that wonderful? It seems as if the Lord's anointed ones are entering into the spirit of the work more than ever before. In spite of some who have grown cold, in spite of the increased opposition on the part of the enemy, and in spite of bad weather and everything to make the month of November a poor one for the work, onward marched the Lord's army for one of the greatest months yet. The Lord blessed the obedient ones richly, and many were the letters received expressing the joy experienced by those who participated in the work. Some hesitated in entering into the drive with the *Scripture Studies*, but those who responded to the call were surprised to see the way in which the Lord blessed their efforts. But isn't that just what should be expected when the Lord is directing the work of his organization? His blessings upon this special drive prove that his favor is with those who love him and keep his commandments. It also indicates that the time has come in which to offer the later books to the people at a reduction.

A quarter of a million books in one month! Just think of it. The exact total was 250,636 books, 96,099 miscellaneous booklets, and 36,790 *Peoples Friend*, or a grand total of 383,526 different pieces of literature. Of this number the classes placed 128,775 books, 44,121 booklets, and 23,619 *Peoples Friend;* the pioneers, 99,361 books, 45,012 booklets, and 10,711 *Peoples Friend;* and the auxiliary colporteurs, 22,503 books, 6,966 booklets, and 2,460 *Peoples Friend*. It was a glorious month, for through the special effort put forth 20,253 complete sets of the seven volumes of *Studies in the Scriptures* were distributed. Besides this, 12,112 miscellaneous books, the majority of which, presumably, were odd volumes of the *Studies*, were also placed.

Some excellent work was done with the later books also, for many of the colporteurs and class workers during drive week disposed of their sets so quickly that they had to spend the rest of the week with the newer books. And then, of course, only the eight days from November 10 to 17 were devoted to the *Scripture Studies*, except for future deliveries of orders taken during that week. Of the later books 96,756 volumes were placed. So taking all in all it was indeed a glorious month.

Of those who participated and submitted reports there were 996 different pioneers to report once, but only an average of 836 who reported four times during the month. That is not so good when it is considered that there were 1,096 on the active list besides 54 suspended pioneers. Of the 561 auxiliaries on the active list 497 reported once, and an average of 396 sent in four reports. It seems too bad that all of those who are receiving the colporteur privileges do not see the necessity of being regularly engaged in the work, and at least of reporting. There was a big decline in the average number of hours a week given to the work by those who did report, dropping from 23.37 in October to 19.77 in November. Of course the rainy weather had much to do with this, but we would encourage the colporteurs to keep on the alert to take advantage of every moment if they desire to keep in the pioneer work. Unless one gives the time to the work he cannot hope to succeed. The auxiliaries reporting averaged 9.76 hours a week, as compared with 9.91 during October. This is considerably short of the required 12, and we sincerely hope that they will put forth a strenuous effort to maintain their requirements. The class workers averaged 4.308 out in the work weekly, and averaged 4 hours each in the work during each of the 4 weeks. The total average number of workers in the field each week was 5,540. That's just 460 short of the 6,000 called for in the quota.

Though the weather be bad and the roads worse, be of good cheer, remembering that *This Gospel of the Kingdom Must Be Preached* and that Jehovah has given you the commission to do your part.

February and March the "Seven" Books

Plan Your Work for These Months

During February and March the seven new books will be featured. Let no one say, "I cannot place seven volumes," or "The people won't take that many books". The *Studies* drive demonstrated without a shadow of doubt that that was entirely a child of our own imagination. They can be placed, and the people will be mighty glad to take them. At the new rate of $2.40 you have the most phenomenal offer ever made to the people in the way of books. From the standpoint of the Kingdom there is nothing that can be compared with what the Lord has now provided you. What is said in another part of this *Bulletin* regarding the *Prophecy* drive planning applies to all winter activity. Plan carefully, work consistently, and report promptly, should be the order of the day.

Where the seven (jr) books cannot be placed, remember the other combinations with a ten-percent reduction on all combinations over $1.50. Make any combination that you believe the people will take or that they especially desire, and if it amounts to more than $1.50 give them a ten-percent reduction.

And the matter of booklets is not to be overlooked. In many cases people are busy, or are afraid of the idea of having to read a large book. You have the booklets, nine for 50¢. Consider the array of subjects: *Judgment, Oppression, The Last Days, Prosperity Sure, Where are the Dead? Hell, Our Lord's Return, Restoration, The Peoples Friend*, or any of the older booklets. Surely nine of these for 50¢ cannot be resisted by any one who has even a grain of horse sense. Neigh! Neigh!

Special Bulletin Sent Out

Aids for More Effective Witness

Copies of a special bulletin, "This Kingdom Gospel Must Be Preached," have been mailed to all classes, sharpshooters and pioneer and auxiliary colporteurs in this country. As it has been published for the benefit of all the workers, we hope that each one will make a careful study of it. If all class workers have not obtained a copy from their service director, we advise them to do so at once. The suggestions offered are to aid you in giving a more effective witness, which is, of course, the desire of all the anointed in order that the name of Jehovah might be praised. With the outline for the year's campaign, territory and canvassing suggestions, we hope that you will find it helpful.

Only three copies of this special bulletin have been mailed to the classes of foreign-speaking brethren in this country on account of so many of them being unable to read English. However, if any of these classes desire more copies, send us an order for the number needed and we shall be glad to send them to you.

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dea' responding so readily to their King's command.

If you haven't obtained your copy of this second letter about the auxiliary colporteur work, see the service director at once and ask him to give you one.

WATCH TOWER BULLETIN

FEBRUARY, NINETEEN THIRTY

BIGGER AND BETTER THAN EVER

Classes Well on the Road to Book Quota

The Pioneers Are Going to Make Theirs Too

Three months have passed, during which 1,007,579 books and booklets have been left in the hands of the people as a witness that Jehovah is God. Of these, 548,245 are cloth-bound books, 337,654 10c booklets, and 121,680 *Peoples Friend*. While the anointed have marveled as they have read in the *Year Book* the annual report of the great increase in the work during 1929, they have continued to increase their kingdom interests; for during the past quarter they have placed actually 135,338 more cloth-bound books than during the same period last year. This is largely due to the fact that this year the special fall drive was with the set of *Studies* instead of *Peoples Friend* booklets. But, because of this special effort with the sets, the classes and sharpshooters have placed 225,341 books, or 30.0 percent of their year's quota, during the first 25 percent of the year. Surely the Lord's blessing has been upon their efforts as they have preached the Kingdom gospel. If they keep up this good work, they will be able to "knock the spots off" their year's quota of 750,000 books. During this period they placed 154,299 10c booklets and 73,947 5c booklets, which, when added together, amounts to 18.3 percent of the year's quota. While this comes short for the 25 percent of time passed, still it is very encouraging when one considers that during the first quarter of last year only 13.5 percent of the year's total booklets had been placed and only 19.2 percent of the total books. Compare the latter with the 30.0 percent of this year's book quota already accomplished, and remember also that during last year the auxiliary colporteurs' activities were included, whereas this year their reports are excluded from the classes' figures. Surely the prospects are bright for a wonderful year in proclaiming the kingdom message.

During the past three months the number of sharpshooters reporting has increased considerably. This is to be commended, and we hope that in the very near future all the sharpshooters will report regularly, every month. The sharpshooters have thus far been keeping up with their quota, and we hope each sharpshooter will realize more and more the privilege of witnessing and go forth with renewed zeal in the preaching of the Kingdom gospel.

The pioneer colporteurs have also been doing some good work; but the increase is not quite so remarkable, due to the fact that during both years about the same number of pioneers have been in the field and these have worked steadily during both periods with the books, and have averaged about the same number of hours a week in the service. However, they have placed 6,335 more bound books than during last year's first quarter. In 10c booklets there has been a drop from 184,118 to 157,429. With the quota for the year increased to 1,725,000 books and 1,250,000 booklets for the pioneers, it means that so far they have placed 16.1 percent of their book quota and 15.7 percent of their booklets, including *Peoples Friend* with the 10c booklets. Last year, at this time they had placed 23.0 percent of the total books placed during the year, and 21.5 percent of the booklets. But this does not by any means indicate that the pioneers will not be able to reach their quota. You just watch them from now on. While there have not been less than 1,075 enrolled during the first quarter, an average of only 823 have reported regularly, each week, and some of these have been sick. The

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December's Witness

	Books	Booklets
Classes and SS	47,644	71,014
Auxiliaries	10,841	10,502
Pioneers	88,125	72,179
Total for Month	146,610	153,659
Total to Date	548,245	459,334
Quota	2,750,000	2,750,000

The New Flashtones for IBSA Week

What might, with propriety, be considered "the red letter day" of the great Kingdom witness, up to the present at least, is but three months off. The seven books by Brother Rutherford in their new and attractive "Flashtone" carton will be shipped to the classes during the latter part of February and should be received by the directors during March or early in April. These are not to be offered to the public, however, until the beginning of IBSA Week, April 26, and should not be opened up until a few days prior to that date. If they are opened up and dust permitted to accumulate on the books and cartons, it will take away from their attractiveness. Therefore we ask all the service directors to cooperate in this, and all the friends to be patient and wait until the due time for the distribution of the "Flashtone" cartons. The additional expense of acquiring the new "Flashtone" cartons makes it necessary to add five cents to the regular rate to the classes and colporteurs.

Colporteurs, pioneers and auxiliaries, will not receive consignments of the sets in "Flashtone" cartons. Therefore they should arrange to include these in their regular orders in March, so that they will have their stock ready for the big Kingdom drive, April 26 to May 4.

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What You Did in Three Months

	Classes	SS	Auxiliary	Pioneer	Total
The Harp of God	20,361	1,061	5,326	46,554	73,302
Deliverance	13,161	715	3,639	38,961	56,476
Creation	15,173	795	4,013	41,447	61,428
Reconciliation	9,763	633	2,939	31,293	44,628
Government	12,076	737	3,444	34,400	50,657
Life	29,095	1,944	7,059	35,098	73,196
Studies (sets)	14,657	517	2,128	5,587	22,889
Miscellaneous Books	13,159	450	2,710	12,016	28,335
Total Books	215,387	9,954	44,026	278,878	548,245
Miscellaneous Booklets	148,461	5,838	25,926	157,429	337,654
Peoples Friend	71,490	2,457	8,313	39,420	121,680
Total Literature	435,338	18,249	78,265	475,727	1,007,579
Average Workers Weekly	3,819		380	823	5,022
Average Hours per Worker	3.67		8.95	20.85	
Average Reporting at least once each month	1,003		498	1,026	

Comparative Results on Quota Basis for First Quarter

	BOOKS		BOOKLETS		INCREASE	
	This Year	Last Year	This Year	Last Year	Books	Bklts
Classes & SS	225,341		228,246		84,957	89,501
Classes, SS & Aux.		140,384		138,745	35,447	31,645
Auxiliary Colp's	44,026	*35,447*	34,239	*31,645*	8,570	2,594
Pioneers	278,878	272,523	196,849	184,118	6,355	12,731
Totals	548,245	412,907	459,334	322,863	135,338	136,471

In the above figures for last year *Peoples Friend* booklets are not included, as they were not included in the quota; but they are for this year, hence shown with this year's booklets.

Booklets Prepared for Public Need

Something Should Be Left in Every Home

A total of 2,750,000 booklets for distribution during this year has been decided upon as being the quota for 1930. During the first three months only 459,334 were placed by the classes, colporteurs and sharpshooters, and, gradually, as they have been pressing their activities with the bound books there seems to be a growing tendency to slight the booklets. The booklets also contain the Kingdom message and have been specially prepared to meet a public need. Of course, first and foremost, every one wants to place the bound books in the hands of the people, and should try to do so; but just stop and think of the many calls that you make each day you are out in the service where the people refuse the books for one reason or another. If you don't show them the booklets, how can you expect them to know about them?

In many sections of the country thousands of people are facing privation and want. As the oppression increases, so does the suffering. Are these people to be left hungry for the comforting message of God's kingdom because they are not in position to take the bound books you offer them? Remember that your commission is to preach this Kingdom gospel. How can this be better accomplished than by leaving a book or booklet in their hands to read? The rates on the booklets have been made especially low in order to meet this public need. Don't forget that the new arrangement offers them 4 of these 10c booklets for only 25c, and 9 for 50c, and if anyone is too poor to spend that much he can get a single booklet for 10c, or a *Peoples Friend* for 5c. Hence there is food for all, and none need to be left hungry. We are confident that if the colporteurs will give a little more attention to these attractive booklet offers, they will find themselves able to leave more literature in many more of the homes. This will have the two-fold effect of leaving a greater witness and helping them considerably in meeting their expenses.

Furthermore, the booklets do a great work in preparing the territory for the next worker to call with the books. One colporteur writes us her experience. She says: "I was told by a Catholic lady that the *Where Are the Dead?* booklet is stirring the Catholics of S——. She said it is the most talked-of book that has ever been placed here, and one poor woman who lost her husband had raved and cried for the book *Where Are the Dead?* until they got it for her."

If a special effort is made by all

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IT'S GREAT! THIS COLPORTEUR WORK

Only 12 Hours a Week and You're an Auxiliary Colporteur

403 Questionnaires Sent Out

On January 6 another letter was sent to the classes to be distributed to all the Lord's anointed. It was a very important letter. Did you get your copy? If not, see the service director at once and find out why.

This letter mentions how we have looked forward to the time when the Lord would arrange so that everyone of the Lord's anointed who is not tied down with infirmities or Scriptural obligations could get into the colporteur service, either pioneer or auxiliary. It begins to appear that that time is here; for "where there's a will, there's a way", as the old saying goes. When that will is the Lord's will, how much more true this saying is! The anointed everywhere are responding to the call to action. Each mail is bringing in more and more applications and requests for questionnaires. It might interest you to know that since the mailing of the first letter on November 13 we have mailed out 403 questionnaries and actually enrolled 121 new pioneers and 215 auxiliary colporteurs. Those who have Scriptural obligations to look after are also making special provisions in order that they can have greater opportunities of singing forth the Lord's praises.

Would you like to take a peek at some of the interesting information which we receive here? If so, we'll give you the results of the 70 applications for the colporteur work which were sent in during the week following the mailing of the letter to the classes on January 6. Of these, 19 applied for the pioneer work, and 51 for the auxiliary. Out of the 19 to enter the pioneer work 12 were brothers and 7 were sisters. The ages of the sisters range all the way from 22 to 57, and the ages of the brothers range from 33 to 73. Those who respond to the call are coming from all walks of life. The majority of the sisters say that their occupation is housework, but one has been a secretary. The brothers report a great variety of occupations, such as day laborer, freight handler, civil engineer, photographer, farmer, mechanic, lumber business, office work, roofer, and road finisher.

The auxiliary colporteur work is granting those who have Scriptural dependents a wonderful opportunity to be more regular in the service. Of the 51 questionnaires received, 33 are from sisters, and 18 from brothers. Twenty-six of the sisters report that they have homes to look after, and four are widows. Two of them have families of six, and one young married sister has to take care of her baby; one is a nurse, and one a music teacher. Some, of course, have no children, but merely their home duties; but, judging from this list, it does begin to appear that arrangements can be made for those who earnestly desire to have a more active part in the Lord's work, doesn't it? We know that it's dangerous to tell a woman's age, but since we are dealing in generalities we think no one will object. Of the 33 sisters to enroll, two are in their 20's, eight in their 40's, ten in their 50's, six in their 60's, and one 75. So you see that age makes no difference when it comes to the Lord's work.

Practically the same situation exists among the brothers. One young brother 15 years old has enrolled in the auxiliary work with the expectation of putting in his time following his school work. Eight brethren are in their 30's, three in their 40's, two in their 50's, and four over 60. Only three of the eighteen brothers to enroll are single and with no dependents. Of the remainder, three have one dependent upon them for support; two have two dependents; one has three dependents; five have four dependents; two have five dependents, and two have six dependents. Their secular positions are reported as follows: shoemaker, farmer, laborer, bank teller, consulting engineer, draftsman, barber, textile mill worker, factory foreman, trainman on railroad, open hearth helper, grocer, mechanic, sales manager, grave marker, and high school pupil.

If it is possible for all these to give 12 hours a week to the most important thing in life, because they love the Lord above everything else in life, we are wondering seriously if there are not really many more who could do the same thing if they really wanted to sufficiently.

And so 'there were two in the field and one was taken and the other left; two grinding at the mill, the one taken, the other left'.

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quota is figured on the basis of 1,000 reporting regularly, you know. With the many new colporteurs who are daily entering the work we are hopeful that this average will be maintained from now on. Then, with the new special rates on books and booklets, we have every reason to believe that, by the Lord's grace, it can and will be done. Time, regularity and reports on the part of all, are essential.

The auxiliary colporteurs, like the classes, entered the special drive with the *Scripture Studies*, and during their first quarter placed 44,026 books, 25,926 10c booklets, and 8,313 *Peoples Friend*. In books, they placed 8,579 more this year than during the same quarter of last; but in 10c booklets they dropped from 31,645 to 25,926. So far, then, they have at the conclusion of the first quarter made 16.0 percent of their book quota and 13.7 percent of their booklet quota, as compared with 22.4 percent for books and 20.0 percent for booklets attained last year. On the face of it this doesn't look so good; but when you consider that this work was done by an average of only 380, instead of the 600 set as the goal, it really isn't so bad. These have averaged only 8.95 hours a week in the actual canvassing, instead of the minimum 12. We hope that the auxiliary colporteurs will put forth a more determined effort to meet their requirements. If they do this, with the additional colporteurs that are daily swelling the list, we are confident that they will be able, not only to reach their goal of 275,000 books and 250,000 booklets, but also to surpass it.

Realizing that "This Kingdom Gospel Must Be Preached", the anointed of the Lord are pressing on in the great cause, joyfully singing forth the praises of their God.

After making extensive investigations of the freight, mail and express rates from Brooklyn, from St. Louis, and from Oakland, we find that the territory that each one of these points can serve has changed considerably. The Society will shortly send out a letter outlining the territory that each depot will serve; and, beginning about February 1, all classes and colporteurs should keep this new arrangement in mind so that their orders may be placed in time and delays in the service be avoided.

A very large saving can be made in the carriers' charges if the colporteurs, class directors and stockkeepers will order their stock in hundred-pound lots. Of course, some small classes, having but a few workers, probably cannot handle a hundred pounds of books at once, but they should make their orders as large as possible and perhaps not place them so frequently as heretofore. It is the rule of the Society to make all shipments the cheapest way, and, as freight is the cheapest, we send all literature in that way. If a class or colporteur orders only forty pounds of books and it costs 50c by freight or $1.10 by mail, we ship by freight, unless otherwise requested. If requested to send by mail we charge the class or colporteur the difference, which in this case is 60c. Few of the friends, however, realize that for the same 50c we could send sixty additional pounds of literature. We must pay the minimum charge, which is based on a hundred pounds. If the class or colporteur had ordered a hundred pounds, it would probably not be necessary to place another order for four weeks instead of, as in this case, making it necessary to reorder within two weeks. Besides, large orders are easier to fill than a lot of small orders. We hope that the friends will cooperate in this matter. In order to make up a hundred-pound shipment, figure on 140 books to a hundred pounds. The booklets weigh 14 pounds a hundred.

In conclusion, then, keep in mind that all orders for literature should be placed about four or five weeks in advance and mailed to 117 Adams Street, Brooklyn, N. Y. Also, that the order should be for literature weighing a hundred pounds or more. It is the purpose of the Society to give all the friends better service during the coming year in supplying them with the better and more books which we are making.

Regarding Statements

For the information of the directors and service treasurers, the symbol *p-au* appearing on your statement signifies *"Prophecy—Author's Edition"*, and *p* is for the regular edition of *Prophecy*. *D-jr* stands for the latest seven books, by Brother Rutherford, in "Flashtone" cartons, and *jr* for the same seven books without the cartons. However, these symbols should never be used when ordering literature.

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All colporteurs should keep in mind the hundred-pound minimum freight charge, and should order their supply of "Flashtone" sets with other books sufficient to make up a hundred pounds or more. This, of course, applies to the classes also.

Discontinuing the Chicago Depot

Special Letter to Be Sent to Directors, Stockkeepers and Colporteurs in Regard to Ordering

Due to the fact that our Chicago and St. Louis depots are so close together and that we can give as good service from the St. Louis depot to all points that Chicago now serves, it is deemed advisable for the Society to discontinue the Chicago depot on February 10, and to do all shipping from three points: Brooklyn, St. Louis, and Oakland.

The Lord's work is increasing, and arrangements are made to carry at our depots a larger stock of books in all languages that are required frequently. Desiring to make shipping as efficient as possible, the following is set forth in order that the classes and colporteurs will have a clear understanding of what can be done if all will cooperate.

All classes throughout the country should send their orders to the head office, at Brooklyn. This will make it necessary to look ahead about four or five weeks to be sure that you will have sufficient supplies to carry on the work until your order can be filled. This arrangement will permit us to take care of the bookkeeping here and then forward your order to the depot for shipping. Exceptions to this should occur only when for some unforeseen reason a large quantity of books has been disposed of and it is urgent that you have a stock within a few days. In such instances you may take the liberty of sending your order to the St. Louis or the Oakland depot direct, but all remittances for literature should be made to Brooklyn.

The pioneers and auxiliaries are to follow the same practice as the classes. We realize, however, that for those on the far west coast this would be very difficult, and therefore the exception is made in their case. They may place their orders direct with the depot at Oakland unless otherwise instructed. All other colporteurs should look ahead far enough to allow themselves sufficient time to send as many of their orders as possible to Brooklyn. In cases of emergency, however, they may send them to the nearest depot.

All remittances should be sent to this office the same as usual, regardless of whether the order has been sent here or to the depot. When the order has been received at the Brooklyn office it will be shipped from the point that can do so most economically.

This arrangement is made because there are only one or two persons who work at the depots, and the checking of orders, prices, accounts, labels, etc., can be done only at the Brooklyn office.

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the workers to leave something in every home, we feel confident that with the new attractive booklet offers, together with those made on the combinations of books and booklets, the quota can be attained.

Let's give the work with the booklets a boost. We have a big printing press here, our first one, the one we fondly call "The Battleship", for the purpose of making them. The more you place, the more we'll make, and the greater will be the witness given.

WATCH TOWER BULLETIN

March, 1930

PROPHECY GOES OVER BIG!

This Book Drive: What a Joy!

Class Workers Placed 24,260 *Prophecy* in the Week

January Work a Decided Increase Over 1929

As we review the results of the class activities in the "*Prophecy* Campaign" we are reminded of the statement of the Lord through his prophet, "The Lord gave the word: great was the company of those that published it." Not great in numbers, nor great according to this world's standards, but great in the Lord and the power of his might. A truly Kingdom people, whom neither man nor devil, nor unfavorable weather conditions, can hold back from doing what they know to be God's will for them. Never before was such a mighty midwinter campaign put on, and the success attending it was so evidently a mark of the Lord's approval and blessing that each one who had part in it has much to feel grateful for. Every branch of the service, the English classes, the colored classes, the foreign-speaking classes, and the sharpshooters, showed up wonderfully! For the encouragement of all we here show a brief comparison of the distribution of books by the classes during the *Prophecy* drive, the *Life* drive, and January 1929.

Prophecy drive	24,260
Life drive	31,169
All books for whole month January 1929	16,704

At first glance it might seem as though the *Life* drive beat the *Prophecy* drive all hollow; but when it is kept in mind that last September all the auxiliary colporteurs were included with the classes, and are not now included, it reduces the margin to less than three thousand, and the further fact that the *Life* campaign was held in September, which is by far the best month of the year, and the *Prophecy* drive in January, the worst month of the year, the results cannot be viewed as other than marvelous and "the Lord's doing". We want to make special mention of the foreign-speaking classes and the sharpshooters because in the amount of literature placed each show a decided increase over that in the *Life* drive in September. We rejoice greatly in this, for we realize that those speaking other than the English language have a much more difficult time than the American brethren. Likewise the sharpshooters, who are, generally, isolated brethren letting their lights shine, without the encouragement and help that comes from association with a number of brethren. We are sure the Lord especially strengthened these brethren and blessed them.

The January activities of the classes was a decided increase over those of January 1929, also. As indicated on the table, you have placed over 34 percent of your bound books in 33-1/3 percent of the time, and about 25 percent of the booklet quota in 33-1/3 percent of the time, and this has been accomplished during the worst weather and shortest days. What will it be when the weather clears up? After coming so far short in our former estimate as we evidently shall, we are reluctant to even give a guess. But this simply goes to prove how literally and completely the Lord fulfils his promise to his anointed, "Prove me now herewith, saith the LORD of hosts, if I will not open you the windows of heaven, and pour you out a blessing, that there shall not be room enough to receive it."

Book and Booklet Set for $2.90

Have You Tried It? Colporteurs Find It an Excellent Combination

Several colporteurs have written to us recently saying that they have offered it and have met with very favorable results. In fact, their experience has been that they have been able to place the entire set of seven books and nine booklets as easily as they have the seven books alone.

This having been their experience, we know that the colporteurs will be glad to know about it; and therefore we are suggesting to them that during the months of March and April they take up the work with the $2.90 combination.

There are so many good talking points in its favor that we do not see why it should not succeed. It is particularly desirable in working scattered territory with an automobile, where it is difficult to make very many calls a day. One thing sure, if the offer is not made, the book and booklet combination will not be placed, and many of the colporteurs have found that when they talk books they place books; when they talk booklets, they place booklets. Therefore, if we talk such a combination for $2.90 isn't it reasonable to suppose that such will be

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Why Not Write Us about the Colporteur Service?

Winter Pioneers and Auxiliaries Show Splendid Results

Weather Never Stopped Them

Set of Seven Going Great Placing 76 as Compared with 47 in January

What did the colporteurs do during *Prophecy* week? Here it is:

Reports for the week were received from 889 pioneers and 494 auxiliaries. Of 12,811, the total number of *Prophecy* placed, the pioneers distributed 8,145, and the auxiliaries 4,666. During the week 1,753 sets of seven books were placed by all the colporteurs. The total number of cloth-bound books was 39,863, of which 32,485 were put out by the pioneers, and 7,378 by the auxiliaries. Besides these, 24,488 ten-cent booklets and 4,997 five-cent booklets were left in the hands of the people, making a grand total of 69,359 different pieces of literature.

Now what do you think of that for a little band of workers battling against such odds as severe weather conditions, ice and snow, rain and mud, sleet and icy pavements, and hard times for the people? These hard times are causing many to desire to hear the comforting message; and correspondingly greater becomes the privilege of the anointed to comfort their hearts with God's answer to their questions.

These results show what really can be done during the wintertime. Isn't that much better than "hibernating like an old bear", as we used to think it necessary to do? The anointed are coming to realize that this Kingdom Gospel must be preached; and cold weather will no more keep them from doing their part than Nebuchadnezzar's threat to chuck the three Hebrews into the fiery furnace could frighten them into submission.

These results are especially gratifying when it is realized that during this nine-day period the pioneers reporting averaged 30.04 hours in the field, and the auxiliaries 15.23 hours, as compared with the averages for the rest of the month of January, which were, for the pioneers only 15.79 hours a week, and for the auxiliaries only 7.96 hours. As a consequence, during this nine-day period the pioneers were able to place almost half as many books as they did during the preceding four weeks of January, and the auxiliaries placed 7,378, as compared with 8,588 during the previous four weeks. From this you can see that when we try to encourage the workers to be regular in the field and to maintain the time requirements which have been set (a minimum of 12 hours a week for the auxiliaries, and at least 25 to 30 hours a week for pioneers) it is really to their interest, as well as that of the Kingdom, for them to do so. It is always evident that the Lord's special blessing is upon those who are seeking first the interests of his kingdom.

Another encouraging feature of the report is the increase in the number of sets which were placed by the pioneers, proving that the new offer is appreciated by the public. During the four weeks of January, 2,918 sets of six or seven were distributed. (A few of the pioneers were a little too early in offering the set of seven, and 55 sets were reported before drive week.) During the drive week of nine days 1,591 sets of seven, and 440 sets of six, or a total of 2,031 sets, were reported.

In other words, during January the pioneers placed sets at an average rate of .047 of a set an hour, whereas during *Prophecy* week they placed them at the rate of .076 of a set an hour. This means that with the new prices in effect there was an actual increase of practically 62 percent for the drive week, on the hourly basis. Stating the same thing in another way, 76 sets were placed in the same length of time as it previously took for placing 47! Surely this indicates that the Lord is pleased with the new reduction in prices in order that a greater witness might be given to the honor of his name.

What's Doing During March and April?

Don't Forget We Still Have Booklets

The weather has so changed that March and April are excellent months for canvassing. In most sections of the country the mild spring weather comes very early in March. Therefore March and April is the time to finish portions of your city territory that you were unable to work during the cold winter months: single homes, the fairly prosperous sections, and outlying districts. In fact, all the odds and ends of territory that were not worked during the winter should be cleaned up by IBSA Week, so that everything will then be in readiness to inaugurate your spring campaign in the larger towns and cities in your assignment with the IBSA Week drive.

The seven books by Brother Rutherford for $2.40 should be the chief offer during this period. Where they cannot be placed, a book and booklet combination should be presented. Do not overlook the importance of offering booklets where the bound books cannot be placed. Many homes where the message in booklet form might be left are in effect overlooked simply because the friends do not present the booklets as a final offer.

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placed? We think so, and those who have tried it say that it works.

Now then, in working up a canvass for such a combination it is not necessary for one to say something about each one of the books and booklets; for to do so would make the canvass too long. Rather, center the canvass upon the entire combination, using one or two of the books and booklets for demonstration purposes. It can then be pointed out how obtaining the entire combination is really to the interest of the party doing so; for if the books and booklets were to be obtained singly, they would amount to $3.55 or $3.60, according to the booklets used. It can be pointed out how such a set is so much more convenient than one large book or several large books containing the same information. All members of the family can enjoy them at the same time. If the party wants to have something good to read during his lunch hour, he can stick one of the booklets in his pocket and take it to work with him. If the housewife is busy during the daytime, and has a few minutes to spare, she can sit down while she is catching her breath, pick up a booklet, and get some real encouragement for the rest of the day. Then when evening comes and the day's work is done, the books can be read with much enjoyment. If at any time one wants to look up something special, the topical index in the back of the books is conveniently arranged. When some neighbor comes in and they get into an interesting discussion with him, they have something they can lend him, or a booklet which they can give him, in proof of the point they have made. It can also be shown how the children can be allowed to read the booklets and how the bound books can be kept in good condition for their own use without being damaged.

Some have asked about what booklets should be used to make up the combination of nine. The following are in stock: *Oppression, Judgment, Last Days, Prosperity Sure, Where Are the Dead? Hell, Lord's Return.* For the other booklets any one of the following may be used: *Peoples Friend, Freedom for the People, Restoration,* or *Comfort for the Jews* in paper binding. All of these may be obtained by sending in your order.

Pioneers Asked to Give Full Information in Making Out Territory Reports

Some of the pioneer colporteurs have been overlooking the questions asked opposite the advance information on their territory assignment sheets. This information is very necessary in order that we may give the next colporteur to whom the territory is assigned the benefit of your experience. Of necessity the information which we are able to obtain here at this office is not up to date; and if the colporteur who works the territory will take a few additional minutes to tell us about the conditions there by answering the questions on the territory sheet, it will be a great benefit to the next worker who may know nothing about the county.

We are now preparing special maps which will indicate at a glance the centers of population, the road conditions, and the best season of the year to work each county. When these have been completed we shall be able to give you more advance information about the territory when you write in for recommendations of that which is open. In order to develop this system, which will take a great deal of work but which we believe will be a great help in getting the territory worked at the most favorable seasons of the year, it will be necessary to enlist the aid of all the pioneers who have been given county assignments. They can give us this assistance by filling out each county sheet completely, giving all the information requested.

Chickens and Eggs for Books and Booklets

The following letters might give some of the colporteurs a timely suggestion for working rural territory where the people are hard up for money. They show what can be done if one is seeking to make the most of every opportunity and to leave the kingdom message in the hands of the people.

Here's one from a sister who is working in a territory where the people are very poor and the preachers are trying to arouse opposition. She writes:

"We are having great joy in the work. The preachers are getting warmed up, but it only makes the people take the books. One preacher make the remark that those books had a wider circulation than any other. You could hardly find a home without them.

"We never see any money. We just trade for chickens and eggs. Have to run them down. Keep scratched up with briars all the time, but the joy of service is so great. One woman lacked one egg of having enough to pay for *De-*

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Pioneers and Auxiliaries Order Flashtones

Asked to Order in Multiples of Eight

Of course the colporteurs will desire to have some of the attractive Flashtone cartons which have been secured for IBSA Week; but instead of sending any of these on consignment this year, we are asking all the colporteurs, auxiliaries as well as pioneers, to place their own orders. The cartons are not shipped without the sets of "jr" packed in them.

This early notice is given so as to enable each colporteur to get his order in in time, and to make it of sufficient size to weigh 100 pounds, the minimum for freight shipment. As eight sets of "jr" in Flashtones nicely fill one large carton, it will eliminate a great deal of extra work here if each one will order them in multiples of eight sets.

The colporteurs may obtain the Flashtone cartons at 5c each. This is not to be added to the retail rate of $2.40 for the set; the set in the carton is to be offered to the public at the same price, as a special feature of this drive week. It is anticipated that, as a consequence, the increase in the number which are placed will more than offset the additional cost to the worker.

Last May IBSA Week, when the special cartons were used for the set of five, there was a decided increase in the number placed, indicating that the special offer was appreciated by the public.

Have You Inquired?

Spring Will Be Here Soon What Are You Planning?

On February 6 the Society addressed another letter "To All New Creatures in Christ, Everywhere" and sent a copy to all the colporteurs, to the sharpshooters, and a supply for distribution to the class directors. Did you get your copy? If not, ask the service director for one.

This letter brought to the attention of those in Christ the importance of certain excerpts from the January and February *Watch Towers* showing how the time is now here when those who love the Lord can overcome the world, joyfully sing the new song, and demonstrate the same faith and loyalty as did Job, Abraham, and the rest of the "cloud of witnesses" for God. If you haven't read it, you don't want to miss it; for if you are really interested in the Lord's work, it will be a great stimulus to you.

The *Watch Tower* articles on "The Royal House" are stirring up those who really love the Lord as never before. During the last month, there has been a great increase in the number of applicants for information about the colporteur work, both pioneer and auxiliary. From one class alone 20 sent in their names at one time as desiring to join the ranks. Some of the smaller classes have enrolled practically 100-percent as the friends have come to realize that the time is here to make haste with the preaching of this kingdom gospel which must be preached. 208 applications have been mailed out during the month of February so far, and 43 filled-in questionnaires have been received for the pioneer work, and 112 for the auxiliary.

Now is the time to make your plans for the spring and summer. Have you seriously considered the colporteur work?

Have You Considered the Pioneer Work for Yourself?

Just a Reminder

Brooklyn and Depot Shipping Service Improved

On February 10 the Chicago depot was discontinued. About the same time a letter of instructions was sent to all the class directors, stockkeepers, colporteurs, and sharpshooters, and we hope that all received those instructions in regard to shipping. If you did not receive a copy, please write us. The Society now has three shipping points, Brooklyn, St. Louis, and Oakland; and at these three points we have made arrangements to give the friends better service than heretofore, and we hope it will be *more* service too.

There has been some misunderstanding in regard to those who are living in territory such as Montana, North Dakota, Texas and Oklahoma. These friends are wondering why it is necessary to send their orders all the way to Brooklyn. If orders are sent to Brooklyn we can take care of all the labels, checking of prices, checking of accounts, etc., which the depots cannot do. If a colporteur or class director sends an order to Brooklyn requesting that shipment be made from the St. Louis depot because they need their books in a hurry, we'll be glad to do this, and it means a difference of only about two days' more time before shipment is made from St. Louis.

Orders are given *first* attention here at Brooklyn, and every evening we mail labels to Oakland and St. Louis to be filled there. In special cases we use air mail. It takes only a little over a day for the labels to reach St. Louis; and if the brother in charge there does not have to make out labels and invoices he can fill the order immediately and get it to the freight depot. We hope that all who have anything to do with ordering literature will, in every instance possible, send their orders to the Brooklyn office, and also order enough books and booklets to make shipments in hundred-pound lots. We appreciate very much what the friends have been doing in this regard in the last month, because considerable saving has been made already; but it can be improved even more, and we desire your cooperation. In most cases now, if your order is received here in the morning it will be delivered to the freight depot the next morning, when shipped from Brooklyn, and thereafter the responsibility to get it to you rests with the railroads. However, the competition between railroads in hauling freight has become so keen within the last few years that most of them are giving excellent service, and in a good many cases express and mail will not gain very much time on freight.

We are looking forward to this year with anticipation, and expect to ship more books and booklets than ever before.

WHAT NEXT? IBSA WEEK!

Are You Ready for the Big Spring Rush?

All the Anointed Expected to Participate

Make Your Plans Now

The first IBSA Week this year, commencing April 26 and ending May 4, is almost here. Do you know what you plan to do during that week? Has the service committee gotten together and made the preliminary plans, such as choosing the territory to be worked (the larger towns on good roads)? Have they "spied out the land", zoning it so that they will know how many workers it will require and how it can be worked to the best advantage? Have they mapped out evening canvassing? Commencing with the first Sunday morning of IBSA Week "daylight-saving time" goes into effect in many sections of the country. This enables the people to be released from their business and complete the evening meal while it is still daylight. In fact, there will be between two and a half and three hours of daylight after work which can be used for canvassing in these sections, and one and a half to two hours in sections where they do not use the daylight-saving scheme.

Particular consideration should be given to the presentation and canvass for the Flashtone cartons. One reason why some of the friends are more successful than others is that they give careful consideration to detail. Therefore every class should spend at least the two service meetings prior to IBSA Week in a detailed discussion of ways and means for making the campaign a success. The following order may be used:

1. Having determined upon the territory to be worked, (a) What were former experiences when working it? (b) What were the main difficulties encountered? (c) How can these difficulties be effectively overcome? (d) What classes of people are in the territory? (e) When can they be worked to the best advantage?
2. How are the nine days going to be distributed? There are two Saturdays and two Sundays. For these four days territory should be chosen in which people live who are paid weekly and on Friday or Saturday. (Discreet inquiries among storekeepers will enable you to get much valuable information in this connection.) Monday and Tuesday (especially in the forenoon) is the ideal time to work the business districts. Wednesday, Thursday, and Friday are the days to work the professional and better-class districts and sections where government, hotel, railway clerical and executive, and institutional employees live who get paid monthly or semi-monthly. These people receive their salary either Wednesday the 30th or Thursday the 1st. There will then be money in the home and on the individual; so the outline of the campaign should provide not only for canvassing those homes on the days mentioned, but also for canvassing office workers during noon hour and other available periods, and evening work among the employees of such institutions as are in your territory.

   The foregoing is a suggested outline and will, of course, vary according to local conditions. However, if the conditions are freely discussed at the service meetings and each one constitutes himself a committee of one to get all the information possible, the campaign will be a greater success and much "beating of the air" will be eliminated.
3. Campaign literature: The seven new books in "Flashtone cartons". (a) How are you going to canvass for these? (b) Have you prepared a canvass? (c) Is it successful? If not, what is wrong with it? Canvasses should be discussed at the service meetings: successful canvasses for the benefit of those who are unsuccessful, and poor canvasses for the purpose of correcting them. In some cases brethren with a poor canvass will not discuss their canvasses at the service meeting because their pride will not permit them to admit that theirs is inferior. They are willing to continue with an ineffective canvass and permit the Lord's work to suffer rather than have it discussed and its weak points eradicated. This cannot be pleasing to the Lord.

   A discussion of these matters will not only make drive week a great success but will also make service meeting the most beneficial and interesting meeting.

Do You Want an Extra Worker IBSA Week?

Bethel Family to Have Four and One-half Days in Field Work

Can All the Workers Place 300,000 in This Week?

The Lord's blessing upon any one thing is a definite indication that the Lord is pleased with that thing. Each IBSA Week brings forth additional evidence of the Lord's blessing upon this method. It provides a definite starting period for the spring campaign, world-wide in its scope. Every one of God's anointed should devote all the time possible to field service during this week. If possible, get released from your secular, home, or other duties for the entire period. If not, get at least two or three days in addition to the two Saturday afternoons and Sundays; or, counting two Saturday afternoons as one day, two Sundays as two more, making three, two or three additional days devoted to the Kingdom witness would make a five- or six-day week out of the nine. We believe it can be done; and if each one who cannot see the way open to devote this amount of time to field service, and really wants to go out, will take it to the Lord in prayer and watch for and take advantage of such openings as he provides, we believe the Lord will indeed open the way. Consider the difficulties he enabled the friends to overcome to make the *Prophecy* drive a success. Consider the difficulties he is enabling a great many to overcome who are entering the colporteur service (as outlined in the February *Bulletin*), and know that he will do the same for you.

Despite the fact that the increased activity in the field is making increasingly greater demands upon the factory force at Brooklyn, Brother Rutherford feels that this spring campaign is of such importance that he has authorized the closing of the office, factory and home from Thursday evening May 1 to Monday morning May 5 so that the members of the Bethel family may be permitted to have four and a half days' field service with the rest of the Lord's anointed. This includes the Saturday half day and Sunday in the beginning of the week.

He has further authorized supplying service leaders to all classes east of Cleveland, Ohio, and north of Richmond, Va., for the above days, Friday, Saturday and Sunday, May 2, 3 and 4.

Last year we were barely able to supply brethren to all the classes requesting field service leaders, and the indications are that the demand this year will be greater; in fact, we have some requests already. Therefore arrangements have been made to supply leaders to classes in New York state south of Albany, in New Jersey, Delaware, Connecticut, Rhode Island, and in Pennsylvania east of Harrisburg during the Saturday and Sunday of April 26 and 27. This will release the brethren for the far-away points the following week-end.

The brethren sent out on these appointments are instructed to lead the friends in the field service during the day and conduct service meetings or address the friends in the evening. Friday and Saturday evening meetings should be devoted to completing arrangements for the following day's work, and Sunday afternoon to a closing discourse on singing forth the honor of Jehovah's name.

The above arrangement applies to all languages, as long as we have brethren for that service.

Please write us promptly if it is the wish of your class to have one of the Bethel brethren with you on this drive. When it is delayed too long proper arrangements cannot be made to give the best service.

During the spring IBSA Week in 1929 there were 262,506 books and booklets placed. What will this year show? If we are able to maintain the proportionate increase manifested in the *Prophecy* drive and the monthly activity to date, undoubtedly we shall reach the 300,000 figure. Let us all shoot at 300,000 and see what will be the results. The Lord will give us the victory if we do our part, that is certain. Total workers out last year, 8,548. How many this year?

Can You Be an Auxiliary by IBSA Week?

What Are the Pioneers Going to Do?

We Hope Pioneers Will Work 43 Hours and Auxiliaries 23 Hours in These Nine Days

While we have already had two special drive weeks this year, the really big IBSA Week is yet to come. The dates set are for the nine days from April 26 to May 4. It's to be the only IBSA Week for the fiscal period, since the fall IBSA Week doesn't begin until September 27, which will mean that its results will be tabulated in the 1931 report. Consequently all of the Lord's anointed will be specially anxious to make this spring drive the best one ever.

To do this will mean some real work for the colporteurs. You have been doing so well during the past drives that "you will have to go some" to surpass former records. But we think that you can do it, if each one makes the matter a subject of prayer and then puts forth the effort.

What are the possibilities? This year, instead of only eight days for the drive, there will be nine. Last year 1,040 pioneers averaged 37.86 hours for the week in the field, and 474 auxiliaries averaged 18.51. With the added day's time surely these averages should be increased to 43 and 23 hours, respectively. Of course, to make averages as high as these will mean that more hours will have to be given by some in order to make up for those who, due to sickness, are unable to be in the work. The figures show that the more time that is given to the work, the greater is the witness given and the more books placed in the hands of the people.

Last year the Flashtone cartons were used to good advantage. 4,529 sets of five were placed by the pioneers, and 932 by the auxiliaries. This year two new books containing the message of the hour in very attractive bindings have been added to the combination at the price increase of only that of one book. These are to be offered during this week in another beautiful Flashtone carton. With these advantages over last year, of more time for the work, more books at more favorable prices, and we expect to report more colporteurs participating, surely this drive should result in the placing of as many sets of seven this year as were placed of the sets of five last year. If this is done, it will mean an increase of over 9,000 books for the pioneers, and over 1,800 for the auxiliaries, provided, of course, the other combinations placed remain the same.

Now this may appear easy, on paper, but to do it is a different thing. We realize that it means some real hard work on the part of the colporteurs. But then, if the Lord's work isn't worth our giving our very best, nothing is. Many people work much harder merely to eke out a bare existence at secular

(Continued on page 4, column 4)

Reduction on the Price of Literature

Will Bring About a Greater Witness

Increased Efficiency Makes Possible the Reduction

We are in receipt of a few letters from the classes asking about the stock they had on hand January 25, when the new prices went into effect. We are answering these through the *Bulletin*, that all may be conversant with the arrangement.

When the revision of prices was considered the item of primary importance was, of course, to increase the magnitude of the witness by permitting the people to get the message at the lowest possible rates. This involved the reduction of both the wholesale and the retail rates; the reduction on the wholesale rates on all literature shipped after January 1, 1930, to be borne by the Society.

To accomplish this reduction required a very careful study of the manufacturing, shipping, and distribution of the literature. It was found that if the output volume could be increased to a certain point we would be enabled to effect a saving in the raw material, because of the increased amount we purchased. Modern bookmaking machinery had been purchased and installed which resulted in an increased output and another reduction. Then the matter of shipping literature was gone into, very exhaustively, one depot was eliminated, and the classes and colporteurs were asked to cooperate in ordering; so another reduction was effected. Next, the estimate for the coming year was tackled, and the proposition of an increased distribution at a lower rate carefully weighed, and it was found that if we could manufacture and distribute so much literature we could effect the above savings and thus enable the books and booklets to go to the people at a reduced cost.

In order to do this, cooperation in purchasing, cooperation of every machine and its operator, cooperation of the classes and colporteurs in ordering, are all essential; and, in fact, we figured to a certain extent in another avenue of cooperation. We knew that literature manufactured prior to this readjustment, which was made under the former conditions, would have to be placed with the classes at a loss. However, the Society determined to bear the loss on all literature in stock at Brooklyn and the depots, and we hoped the classes would be willing to bear a little of the burden because of stock that they might have on hand after the new retail rates went into effect. In no instance, however, have the new retail rates been reduced to less than the former wholesale prices.

Of the bound volumes, *The Harp*, *Deliverance*, and *Life* were shipped and charged to the classes at a lower rate than at present. Thus the adjustment worked to the advantage of the classes on these books. *Government* is the same as formerly. *Prophecy* was charged at the new rate, leaving only *Creation* and *Reconciliation* upon which any further reduction could be made; and we believe that the saving on *The Harp*, *Deliverance* and *Life* will in almost all cases offset the increase in these two. Therefore there did not seem to be any real reason to go to the trouble and additional bookkeeping necessary to make adjustments.

The same condition applies to the booklets, particularly when a *Peoples Friend* may be included in the combinations. The 2 for 15c, 4 for 25c, and 6 for 40c, will in every case enable the worker to receive for the books what was paid to the Society for them. Even the 9 for 50c will, in practically all cases, enable the classes to get their money back, because of the inclusion of a *Peoples Friend* and one or two booklets which were purchased at the later rates.

We know that none of the class workers are desirous of making a profit out of the Kingdom message, and that this matter will adjust itself in a month or so; therefore no arrangements have been made to readjust the accounts. However, if there are any classes upon whom this will work a hardship, we shall be glad to hear from them.

Placing *Peoples Friend*

There are still a goodly number of *The Peoples Friend* booklet in the hands of the classes. These should be placed in the hands of the people as soon as possible. Many of the friends seem to have overlooked or forgotten the importance of the message this booklet contains. Its opening statement is to the effect that the name of Jehovah shall be vindicated. That is its primary object. Until this takes place in the minds of the people they can not appreciate their true and greatest friend. The Lord had this message prepared and placed in the hands of his people, and from the moment it is received until it is distributed it constitutes a kingdom interest for which we are responsible.

Surely every one of the anointed must have been impressed with the statement of the first subtitle, "A DECLARATION AGAINST SATAN AND FOR JEHOVAH." Every person in your assignment is entitled to know the contents of this booklet so that they may see the issue and take their stand.

(Continued from page 2, column 2)

liverance and wanted me to wait. The hen was on the nest, but I gave her the book and passed on.

"Everyone is astonished at the price of the seven.

"One home offered me a six-week-old calf for the set. Another wanted to trade three opossum hides for books. It is great to see how the common people are looking for something better."

Another colporteur writes us the following amusing incident:

"I was just finishing my canvass and was about to tell the price of the books when a nice fat hen flew through the window and lit on the bed. I looked at the hen and said, 'Lady there sits the price of the books.' She said, 'By all means catch that hen.' I did, and thirteen others at different places."

It takes real faith to be a pioneer; but all those who have that faith and are diligent in the work will testify that the Lord is true to his promise to provide the things necessary if they do their part.

One Booklet Helped a Lot

The way the orders for booklets are increasing indicates that the friends are going to get behind the work with these new attractive combination offers of 4 for 25c and 9 for 50c. Our only reason for encouraging them in this is that a greater witness might be given to the honor of Jehovah's name.

The following letter received from a colporteur indicates what a good work the booklets are doing:

"I placed a Bible with a man who, three months ago, threw every Bible he could get hold of into the waste basket because of the misrepresentation of its teachings by the preachers. He picked up a copy of *Oppression*, by Brother Rutherford, from the hotel office desk, thinking, 'I'll read this just to see what those Bible Students have to say, anyway,' for he had an intense hatred of anything having any connection with the Bible. He did not lay it down until he had read it all; then he remembered a set of books that a friend had given him (*Studies in the Scriptures*) published by the same people (IBSA).

"*Oppression* had opened his eyes! He has read and studied them all since, also *Deliverance*, and is taking the later books and rejoicing more and more."

?Returning Old Books?

It is heart-breaking sometimes to see how books are returned to the Society by those who are leaving the Lord's service or by some class that thinks it is overstocked with certain literature. Many of these books returned are packed in almost any kind of weak carton, dumped in higgledy-piggledy, and then the carton is just tied shut, with the expectation that the books will arrive in good order. *They do not!* The Society cannot give credit to any class or colporteur for books that are received in bad order because of being improperly packed. If you are returning books which were received with the cover upside down, or pages missing, or something like that (which is rarely the case), then, of course, you will be credited for them; but even then they should be returned in good condition, because in many cases they can be repaired.

No books should ever be returned to the Society unless you first receive O.K.'d instructions from the Brooklyn office to do so. All colporteurs, when returning books, should ship them back by freight, prepaid, and not by express collect or by mail, as is often done. Always remember that it is the Lord's money that is being used. Hereafter, please write about your stock and await instruction as to how, when, and where to ship.

JANUARY'S WITNESS

	Books	Booklets
Classes	28,254	78,544
Sharpshooters	3,937	2,809
Auxiliaries	8,588	10,365
Pioneers	66,731	55,514
Total for Month	107,510	147,232
Total to Date	655,755	606,566
Quota	2,750,000	2,750,000

Twelve Hours, Including Sundays,-an Auxiliary

Flashtones Help to Place Sets

The "Flashtone Cartons", which played a very prominent part in the success of last May's campaign, will be used again this year. Some of the friends do not seem to appreciate the advantage of using these cartons. For the information of such we submit a few figures in this connection. During February, 1929, one out of every 36 placements was a five-book combination. During March, one in every 29 placements was a five-book combination; in April, one in every 28; during May, exclusive of IBSA Week, one in every 26; and during IBSA Week, one in every 15 placements was a five-book combination. This demonstrates that from 65 percent to 100 percent more combinations can be placed when the cartons are used. They have the primary advantage of suggesting to the prospect the idea of a complete set. People will rarely ask or expect to break such a set. The carton makes a most persuasive setting for the set. They look attractive in the bookcase, or on the library table, and can be taken in their entirety to the den or bedroom for reading, whereas when placed without the carton the books become scattered and are not nearly so attractive a proposition. A set such as we have to offer for $2.40, set off in a Flashtone carton, cannot be resisted by many. A limited working consignment for the IBSA Week has been shipped to organized classes. If you find you have not enough, order your additional supplies immediately.

(Continued from page 3, column 4)

employment or for some selfish gain. What a real joy it is to do the same unselfishly in the interests of God's kingdom!

To accomplish the desired results will mean that each colporteur will be on the job, doing with his might what his hands find to do; that he will have seen to it that he has plenty of territory in which to work, so that it will not be necessary to make a long journey to some other field during this week; and that he has looked ahead and stocked up with sufficient books to keep him busy, without running short. Some of you remember your experience during the November drive with the *Studies in the Scriptures*. The *Bulletin* suggested that the pioneers set 14 sets as their quota; but many of you said to yourselves, "I could never place that many sets in a week." Consequently you ordered only seven or less. As a result, much to your surprise you ran short long before the week was over, and it was too late to get more sets in time. In spite of this the pioneers actually averaged 6.92 sets apiece during the drive, which is equivalent to the placing of practically every set they had on hand. This is remarkable for an average. Many were the letters received here from them saying how sorry they were that they had not ordered more. Therefore, plan ahead; place your order for Flashtones in lots of eight well in advance, so that you will be sure to have them, and earnestly seek the Lord's blessing upon your efforts to sing forth his praises. By so doing, we are confident that the spring drive will be a great success and great will be the blessings received and given.

WATCH TOWER BULLETIN

April, 1930

300,000 IN 9 DAYS—CAN WE MAKE IT?

7 Books, Big Radio Hook-Up, and Workers

It Will Be a Humdinger of a Week

This Kingdom gospel must be preached! In order that another great proclamation might be heralded throughout the earth, the Lord's anointed in every land are making preparations for the 9 days from April 26 to May 4. Enthusiasm is running high; and the way things are beginning to look, this coming IBSA Week is going to be a "humdinger". Just think of it, the friends in far-off South Africa, Australia, Japan, as well as England, Germany, and all the other countries and the isles of the sea where there are any of the Lord's anointed, are centering their hearts and their prayers on this great week. It is because of this unity in action that even the worldly organizations are taking notice. A colporteur met a certain salesman recently who told him that at one of their recent sales conferences they had studied the methods of the Bible Students in the hope of instilling the same spirit into their organization. Of course they cannot do this; for this spirit is not one of self-interest, but of unselfish devotion to the Lord. Nevertheless it was brought out in their conference how remarkable it was that the Bible Students not only throughout the United States but throughout the entire earth worked in such perfect accord. It was pointed out how all responded as one man whenever special instructions were issued. Apparently some of them have listened to Brother Rutherford's announcements of these special weeks at the conclusion of his big radio hook-ups; they have heard him say that some one would call upon them with a certain book or message and then have seen the little army of the Lord hard at work in the field doing just as he has pointed out from the Bible that they would be doing.

It is an old saying that "in union there is strength". Thus the effectiveness of past IBSA Weeks has been due to the fact that the Lord's people throughout the entire earth have pressed forward with the Kingdom message, seeing eye to eye have carefully followed instructions, and consequently have enjoyed the Lord's special blessings upon their efforts to show forth his praises.

In order to make this week one of the biggest ever, we should all make it a subject of prayer and begin to arrange our other affairs now, so that when the time comes we can be in the field work as many hours as possible. Time in the field is essential in making these IBSA Weeks what they are. If we want to see more books placed during the one coming than in any previous week, then the way to do this is to plan to give more time to witnessing. It will mean a lot of good hard work to surpass the former figures and to place a grand total of 300,000 pieces of literature. That is a big total; but if each one puts forth the effort, with the Lord's blessing it can be done. Do you remember how much time you gave to the work during last IBSA Week and the one in the spring? Then glance over the following totals and see how much additional work it is going to mean for you to do your part towards reaching the 300,000. Here are the results of previous IBSA Weeks.

CLASSES AND AUXILIARIES

		Books	Booklets	Total
Aug.	1923	12,947	no record	12,947
Aug.	1924	19,054	no record	19,054
Sept.	1925	19,400	36,578	55,978
Aug.	1926	48,670	38,488	87,158
Aug.	1927	67,981	189,456	257,437
May	1928	45,814	132,248	178,062
Aug.	1928	52,890	81,632	134,522

CLASSES, AUXILIARIES AND PIONEERS

		Books	Booklets	Total
May	1929	96,686	165,873	262,559
Sept.	1929	115,809	135,861	251,670

APRIL 26-MAY 4 ? ? ? ? ? ?

Can we make that grand total 300,000?

'Some Bring Forth an Hundredfold'

Did you get your copy of the last special letter addressed "To all those who know the mysteries of the kingdom"? If you didn't, see the service director at once and ask him for one, because you don't want to miss it.

This letter opens with a discussion of the parable of the sower and explains who those are that 'bring forth a hundredfold, sixtyfold, and thirtyfold'. And then it shows how the time is here for all who love the Lord to cleanse themselves of all filthiness of the flesh and spirit. Just what does this mean? Well, you had better read that letter and find out. It contains a lot of good practical advice, too, from some of those who have made a success in the pioneer work, by which is meant that they have been able to keep in it without turning to other employment.

Have you wondered why some of the friends have entered the work and then dropped out? Does this mean that the Lord has been unfaithful to his promises to look after them and that he has not done as he said he would for all those who seek first the interests of his kingdom? In this letter are given the facts that will open your eyes to the real situation. A copy has been mailed to all the colporteurs as well. In case any colporteur doesn't get his copy, if he lets us know, we shall be glad to send another.

The Final Preparation for IBSA Week

Service Meeting to Be Held Friday Night, April 25

Everything in Readiness

SLOGAN:

Everyone a Worker

Everyone who is physically able should lend his voice to this mighty song of praise to Jehovah. If you are physically unable to go into actual field duty, see what you can do toward relieving someone who is able to serve in the field so he can go out.

Make a thorough check-up on the "What Next? IBSA Week!" article in the March *Bulletin*.

See that all the points mentioned there, as outlined in the paragraphs 1, 2 and 3, are carefully checked up and preparations made so that everyone will be ready for action when the gong sounds for the battle.

FLASHTONE SET OF SEVEN IS THE MAIN PRESENTATION

Each worker should set an individual quota of 3 sets for the drive.

Reasons for canvassing for the Flashtone sets during IBSA Week:

1. It is the finest complete set of volumes showing the purposes of Jehovah and honoring his name now in existence.

2. It outlines most forcibly the two great wonders of Revelation, the Lord's organization and the Devil's.

3. It affords every honest-hearted person sufficient grounds for taking a stand on Jehovah's side in this great issue.

4. It enables everyone of the anointed to fulfil the Lord's commission stated in Isaiah 61:1-3.

5. It is the greatest set of volumes the people can now obtain for the welfare and pleasure of themselves and their dependents.

6. And finally, it is the proper and best thing you can do for your neighbor and yourself.

When not successful in placing the complete set, don't give up; offer a combination including *Prophecy*,

(Continued on page 2, column 1)

Brother Rutherford Speaks on 2 Chains

Special Arrangements Made for April 27

A Real Introduction for IBSA Week

Everyone of the truly anointed in the United States and Canada, and those in other countries who can possibly do so, will be listening in to Brother Rutherford Sunday morning, April 27. On Saturday, the 26th, the first day of IBSA Week, every worker will make a strenuous effort to get into the field and place some of the books and booklets concerning the Kingdom, and will at the same time leave at each home canvassed a slip advertising this special lecture, "World Distress. Cause. Remedy."

On Sunday morning, while the broadcast is on in your vicinity, every worker will be cheered to hear a most timely message. The broadcast will consist of two separate chains, one for the East and one for the West. From 9 to 10 a. m., Eastern Standard Time, approximately 40 stations will be hooked together. Brother Rutherford will speak in Oakland, California, at 6.00 a.m., Pacific Standard Time, used there. Again, from 10 to 11 a.m., Pacific Standard Time, Brother Rutherford will give this same lecture over an entirely different chain of more than eleven stations. This lecture, given twice, covering all the territory in the United States, is going to prepare the minds of the people for the biggest witness ever given. Right after the broadcast thousands of workers will tell some of the burning ears a little more and leave with them a most wonderful set of books; and, think of it! only $2.40.

The Society has prepared a special handbill advertising both chains and is able to supply these at $1.00 a thousand, to the classes or to any individual who may wish to order them. A few days in advance of the broadcast, place these with the people you expect to canvass during IBSA Week, for we believe this will help remind many to listen in.

We wonder if you feel the same as we do at headquarters: "Get lots of practice between now and then. Be in the field as long as possible on Saturday, April 27. On Sunday morning stand by for one hour, while the heavy artillery lets loose, and afterwards, by the Lord's grace, we will give them something they never expected." Are you with us? Are you ready?

FEBRUARY'S WITNESS

	Books	Booklets
Classes	65,367	98,796
Sharpshooters	2,091	2,502
Auxiliaries	19,199	18,319
Pioneers	105,516	89,121
Total for Month	192,173	208,738
Total to Date	847,928	815,304
Quota	2,750,000	2,750,000

Brother Rutherford Writes Two New Booklets

Presses Working on 3,000,000 Run

With These, Quota Will Easily Be Reached

Right now at 117 Adams Street the presses are rolling and roaring and eating up paper like hungry animals. But it is beautiful to see them work. On the floor below there are stitchers, stackers, cutters, folders and packers, eagerly getting out two of the most beautiful booklets ever published. But even more than being beautiful, they are two of the dandiest treatises on God's purposes we have ever seen. Brother Rutherford calls one of them *War or Peace, Which?* This is a short story of a lawyer, a big financier, and a certain Right Reverend Doctor Sanballat. What a name! and what a story! You will like it, and you will want to help us place millions of them. Then there is the other, *Crimes and Calamities. The Cause. The Remedy.* And this too is a lovely, intensely interesting booklet for the people to think about.

We have been doing our best here to make these books look prettier than anything we have ever had before, and we know that when you see them and read them you will say that they are the best yet.

Shipments of these two new booklets are now being made to the classes. To the smaller classes, we are combining the consignment of booklets with their consignment of Flashtones. To other classes, who have already received their Flashtone cartons, the booklets will be shipped in a few weeks. However, we hope some classes to which we do not ship books or booklets on consignment will place their orders early, and include some other books to make up a hundred-pound shipment, if possible. As for the auxiliary and pioneer colporteurs, no consignments will be made to them; but as they can't get along without these, they will please place orders with the next shipment.

Booklets will be in stock at the Oakland depot about May 1. But at Brooklyn and St. Louis we shall be able to fill orders about April 7. These two new booklets will be a great help to all the friends in placing combinations of 4 for 25c, 6 for 40c, and 9 for 50c. A good many of the classes have some of the very oldest booklets, such as *World Distress. Desirable Government, Standard for the People,* and *Comfort for the People.* We suggest that in your booklet combinations you work these off as soon as possible, because they are getting quite old now; and with these splendid prices on booklets, we feel sure that they will easily be disposed of.

We are wondering if it would not be a good average for every worker to place at least four booklets in every booklet placement. Some have been in the habit of leaving just one or two booklets. Why not make our average four? This can easily be accomplished if sometimes we place 6 for 40c or 9 for 50c. With *War or Peace* and *Crimes and Calamities,* we feel sure that the quota set for the year will be more than reached. Read the two booklets as soon as you get them, and then give some one else a chance to do the same.

(Continued from page 1, column 3)

Life, and booklets within the reach of your prospect. But be sure you offer the Flashtone set first, and finally offer either *Prophecy* or *Life* for 45c, if nothing else can be placed. This will have the effect of making the complete set for $2.40 stand out more attractively. Have along a few extra copies of *Prophecy* and *Life* for such occasions.

GO THROUGH THE GATES; LIFT UP A STANDARD FOR THE PEOPLE

Each anointed one gets a special joy during IBSA Week because of participating in the united effort of God's anointed throughout the world to magnify the name of Jehovah. Every worker should be in the field if it is physically possible for him to do so. This united drive provides a marvelous opportunity to magnify the name of the Lord and to manifest to the Devil and his organization the united relationship that exists in God's organization, each one standing shoulder to shoulder fighting against the common enemy. This united drive affords the Lord's people, by his grace, an opportunity to give the Devil and his cohorts, especially the wickedly pious and more-holy-than-thou preachers, a test of the plagues written in the book. This mighty song of praise to Jehovah is going to sound loudly during IBSA Week, and no one can afford to miss the fun. Songs of praise to Jehovah, and dirges of despair to the enemy. Come on in; let the dew from Mount Hermon engulf you! This water is fine!

The foregoing should, in a general way, permeate the last service meeting prior to IBSA Week in order that a clear vision of the privilege afforded to the anointed might be before each one as he goes forth to battle. This meeting, wherever possible, should be held Friday night, April 25, so that the issue will be very clear in everyone's mind.

Reports for IBSA Week

Classes and colporteurs, both auxiliary and pioneer, are asked to send in their weekly report for IBSA Week as promptly as possible. The report is to be made out on the usual weekly report card, but is to be for the entire 9-day period from April 26 to May 4, inclusive. This will mean that the report for the week previous will end with Friday, April 25, instead of Sunday, April 27, and will be for only 5 days instead of the regular 7-day period.

The sharpshooters, who usually send in a report only once a month, are requested to make an exception and send in a card for IBSA Week also, since they, too, will be putting forth a special effort during this special period. This will mean, of course, that work done during this week will not be included in their regular monthly reports.

If everyone remembers to send in the report promptly, it will enable us to make an early tabulation.

Order Your Flashtones

Again we wish to remind the colporteurs, both pioneer and auxiliary, to send in their orders for Flashtone cartons for IBSA Week. These are shipped on order only, and when packed with the sets of 7 ("jr"). Cartons are not shipped without the books. It is to be remembered also that the cartons, being a special feature of IBSA Week, should not be offered to the people prior to the beginning of IBSA Week. If you have any left over at the conclusion of the week, then you can continue to offer them, of course. Since 8 sets fill a shipping carton, by ordering them in multiples of 8, much time in filling orders can be saved.

Orders should be figured on the 100-pound basis, as previously instructed, and sufficient should be on hand to last throughout the week.

February a Record-Breaker

Colporteurs Did More than Last August

What Would 800 Auxiliaries and 1,200 Pioneers Do?

The month of February proved to be the best winter month on record, as far as colporteur activities are concerned. Say, pioneers, do you realize that you placed more books during this one month, in the middle of winter, in spite of all the unemployment and hard luck stories which you are hearing on every hand, than you did last August, right in the middle of the summer season? Well, it is a fact; for you disposed of 105,516 cloth-bound books, as compared with 105,441 books last August. Even July was not much better, with 107,696 books. There were more colporteurs in the field at that time, too: an average of 962 reporting weekly, as compared with only 891 for February. Now, how did you do it? By working and enjoying the Lord's blessings. During the midwinter month the 891 colporteurs, totaling as many hours in the work as the 962 gave during August, reporting weekly, averaged 25.21 for the four weeks in the service. That's fine! It shows what can be done if the effort is put forth. The average number of books placed per hour has taken a decided jump over the January rate, comparing favorably with the rate for last August. Just think of it, comparing one of the worst months of the year, for weather and financial conditions among the people, with one of the best. This proves that the new prices are appreciated by the people in this time of depression.

The auxiliary colporteurs have also done excellent work, placing 19,199 books and 18,319 five-cent and ten-cent booklets. The average number to report weekly was 510 for the month, which is a decided increase over January, for which time there were only 383. The time spent in the work by these averaged 11.16 hours weekly. This is the best month for the auxiliaries since last September, when 22,284 books were placed. As a matter of fact, it is really better than last September, due to the fact that that was a 5-week month, whereas February was only a 4-week. The weekly average for February was 4,800; for September 1929, the best month during last year, 4,457; and for September 1928, the peak month for auxiliaries for all times, only 4,735.

Keep up the good work, auxiliaries. With the new ones being added to the list each day, you'll be doing some big things before the year is over. We are looking forward to the time when 800 auxiliaries and 1,200 pioneers will be reporting every week, and that very soon.

Something for May a Little Different

Let's Try Speaking a Foreign Tongue

During the month of May the German, Greek and Polish classes are putting on an international drive with the *Studies in the Scriptures* in their languages for $1.00 a set. These sets are shipped to the classes at 90c each, or 15c a volume, except in the German language, in which we have only the first five volumes. This set of five is to be offered to the public for $1.00, and to the class at 90c a set or 20c a volume.

In all English territory assignments there are some of all these nationalities which should be witnessed to during the month. To enable the English friends to do this, the sets as outlined above will be shipped to the classes at the rate shown. To further unify the campaign, the English volumes are offered to the foreign brethren at 90c a set and 15c a volume, to be placed with the public at $1.00 a set. This offer will also be extended to English-speaking classes participating in this campaign.

Following the IBSA Week drive, therefore, the service committees will carefully inspect their territory and arrange for the necessary workers or drives to cover these nationalities during the month. The preparations will, of course, vary according to the number of people to be witnessed to in each territory, but the general objective should be the same: that of giving a thorough witness with the *Studies in the Scriptures* to these foreign-speaking people. The manifest blessing of the Lord on the campaign with the English *Studies* is an indication that the Lord would be pleased to have a thorough witness given in all languages in which the *Studies* are available.

This has also the effect of unifying the Lord's army regardless of language. The way the foreign-speaking brethren took hold of the *Prophecy* campaign indicated their complete and whole-hearted cooperation with the English-speaking friends in their campaign, and we are convinced that the English-speaking friends are not going to be one whit behind them in this respect when the situation is reversed.

These books will not be shipped on consignment. Therefore, order sufficient of each kind to adequately cover your territory.

Bethel Brethren to Serve Classes Requesting Them IBSA Week

The March *Bulletin* carried a notice that the Bethel home and factory would be closed from the evening of May 1 until Monday morning May 5, and that any classes desiring a Bethel brother to cooperate with them in the field service, conduct their service meetings, and give one or two service talks, would be supplied upon request. We have had a number of requests up to the present. However, any other classes desiring to take advantage of this offer should write in immediately so that we can arrange to make the appointments during the early part of April. Therefore, please advise us immediately in this connection.

WATCH TOWER BULLETIN

June, 1930

SUMMER IS NIGH!

150,000-Hour Week-July 4 to 13

Anointed to Put In "Time" Witnessing

With a Holiday, Two Saturdays, and Two Sundays, We Can Do It

For years the Society has been setting aside special weeks for making extraordinary effort to witness to the name of the only true God. Again we have the pleasure of announcing that another unusual week has been outlined for July 4 to 13. The friends throughout the world at all times see the necessity of putting out the Kingdom message, for 'this Kingdom Gospel must be preached in all the world for a witness'. We have called this week the "150,000-hour week" because all the workers will be putting in time for the Kingdom. The Lord told his disciples to go and preach the same message that he preached, and during these 150,000 hours the anointed in this country will go and preach. If we put in the time, and take with us the literature that the Lord has provided through his organization, we are bound to leave this comforting message in thousands of homes.

Looking at some of our past records, we find that the friends have gone forward with great energy in midwinter. During the *Prophecy* drive class workers, pioneers and auxiliary colporteurs put in 60,400 hours. During the *Studies in the Scriptures* drive they put in 65,653 hours. During IBSA Week in May, 1929, all the anointed in this country put in 114,550 hours, and during September IBSA Week spent 124,498 hours in the field service. But during the last IBSA Week we put in only 110,115 hours. We fell short a little. Now we have come to a time in the year when the weather is warm, but not too warm. Shall we go up a little—say 40,000 hours more? It is a pleasure to be out in the open in God's country, where he shows forth his handiwork. During the ten days beginning with July 4 it is planned to work in small towns especially, and the outlying rural territory of these towns. When we stop to think of it, 150,000 hours is "an awful long time", if one person were to use it all, but the Lord has provided that there should be a "remnant" in the earth in "the last days" and that all these should put forth their every effort to honor his name. Do you think you can make the 150,000 hours? We are all going to help to get the right answer.

Why not look at it this way? July 4 is a holiday, a day in which American people celebrate the birth of this nation, but it is a day when the Lord's anointed are going to announce the *new* nation: the Kingdom of Christ on earth. Practically all the friends will have a holiday on this occasion, and, as it falls on Friday, most of them will be able to be free on Saturday also. Thus many groups will be able to arrange for *Friday, Saturday and Sunday* canvassing drives in some outlying town of their territory. Here are three whole days which the friends will be able to devote to service. We hope that most of the friends will be able to arrange their vacation so as to cover the whole period of this 150,000-hour week. If not, at the end of the week we have another Saturday afternoon and a Sunday. During this whole period there is "daylight-saving time" in many parts of the country, enabling class directors to arrange for canvassing parties for evening work. It is light until 8.30 or 9, and even cities that do not have daylight-saving time can arrange these drives, as well as parties throughout the week.

Now then, if all the pioneer colporteurs would put in an average of five hours a day for ten days, it would amount to 50 hours each for this special week. Why not let every pioneer make 50 hours his quota for "150,000-Hour Week?" But we will count on 1100 pioneer colporteurs' putting in about 44 hours as an average, and we hope that each one will have plenty of territory, plenty of books, and lots of energy, by the time this special week begins. This little army going forth and making an assault upon the Devil's organization will be able to put in around 48,500 hours for the new King and Kingdom. The auxiliaries, by each one's putting in 2½ hours a day for ten days, would make a total of 25 hours each for the week for their quota. At present there are about 750 auxiliaries; and these, by working as a unit against the Devil and his crowd and averaging 22 hours for the week, would total 16,500 hours for this week.

During these special weeks many of the anointed see more clearly the importance of getting into the field, and, as past records have shown, several thousand more get into the field than at other times. We anticipate that during this week 8,500 class workers will put in at least regular auxiliary time, 12 hours a week, for their quota; but we hope that, when averaged, it will be at least 10 hours. This, then, for ten days, would make a total of 85,000 hours. This great army of workers, great in zeal for the Lord and his Kingdom, but not in number, only 10,350, will, during this period of time, put in 150,000 hours of actual witnessing to the people, in their homes, out in the field, in factories, in offices—everywhere.

Arrangements have been made to have the factory, office and Bethel home closed for the first three days of this drive, so that the Bethel family can go forth as a unit with the rest of the anointed in this great effort to leave a witness in the earth that Jehovah is God.

Some friends say that they cannot place books with the people, but none can say that they cannot put in some time preaching the gospel of the Kingdom. And, after all, that is the main thing the Lord wants us to do. 'Ye are my witnesses that I am God.' Let us, every one,

"CLEAR THE DECKS,"

get ready and be prepared to do our part in the

"150,000-HOUR WEEK,"
JULY 4 TO 13.
"THERE'S A REASON."

You love the Lord above everything else in life.

Bethel Family to Have Big Part in Week

Service Leaders to Be Sent to Classes

Factory and Office Will Be Closed Friday and Saturday, July 4 and 5

The members of the Bethel family are anxious to get into this big midsummer week of witnessing. They are always eager to get into the field service and tell forth the message of the Kingdom, as well as to prepare it by making the books. During May IBSA Week the members of the Bethel family put out over 8,000 books and booklets. They averaged 42 pieces of literature each. They had a happy time in the field work and are looking forward to having an even greater share in the coming special effort, and also expect an even greater blessing.

The Service Department will be glad to send service leaders to any organized class upon request, within a radius of 500 miles of Brooklyn. These brethren will leave Thursday evening and be ready to engage in the service work on Friday morning, cooperating with the friends in the field work during these three days. They will be prepared to lead meetings on Friday and Saturday evenings, and also Sunday afternoon at four o'clock. You had better get in your request early, otherwise you might be missed. Organized classes within a radius of 150 miles will be served from Bethel in the latter end of the drive. The brethren will leave some time Saturday and conduct a service meeting Saturday evening, engage in the field work Sunday and give a service talk Sunday evening. All desiring such appointment should address a request to the Service Department.

APRIL'S WITNESS

	Books	Booklets
Classes	32,044	96,414
Sharpshooters	1,810	3,579
Auxiliaries	13,436	25,986
Pioneers	86,559	91,323
Total for Month	133,849	217,302
Total to Date	1,167,978	1,284,649
Quota	2,750,000	2,750,000

What, When, and How to Work 150,000 Hours

Arrange Canvassing Parties for the Week

Each Worker Should Be Able to Put In 8 Hours First 3 Days

Now that we know the "REASON", let us seriously consider the details incidental to bringing this 150,000-hour week to a successful conclusion.

Having this special campaign at this season of the year is a slight departure from the spring and fall drives of the past, but if it is carefully planned and executed it can be made the most successful drive of all to date. Therefore, let us make a careful analysis of the facts that we have to contend with.

The first problem to be considered is, "How are we going to get to the people?" During the period from July 4 to 6 particularly, we may find them a little elusive, but they do not get off this old planet of ours; they are somewhere here on earth, and it is our duty to get to as many of them as possible under the most favorable circumstances that we can. Now then, where are they most likely to be found at that time? There are a large number who will go to the seaside and mountain resorts; another large crowd will be found on the golf course, and still another running around in their autos wondering if they are going to have gas enough to carry them home; while there are still others who go to the country, their desire being to get back to the old farm or homestead, away from the glare and glamour of the city, and enjoy the peace of living in surroundings close to nature, and in many cases with those who are near and dear to them; and there are still others who cannot, or will not for one reason or another, leave the city during this period. This in a general way subdivides the people for us during the holiday portion of our drive week. The next thing to do is to determine which of these classes are going to be the most likely prospects for the Kingdom message. The crowd who attend the beaches and golf courses and those who are running around in their tin lizzies, looking for some place to go, are perhaps out of the question. They are not in a mental attitude that the Kingdom message will appeal to. This leaves us those who remain in the city for one reason or another, and those who return to the small country town or the farm, as our best prospects for the Kingdom message during this period. Of these, those who return to the country are probably the best. The fact that they go there indicates that they are of the more serious type and those to whom the Kingdom, with its peace, reunion of loved ones, and general restitution blessings, will appeal very much. In fact, this point should be emphasized when canvassing such family groups at any time, and particularly at reunions, such as the different holidays bring about.

Small Towns

However, the canvassing of rural territory and small towns effectively and efficiently requires the most careful planning. In the majority of cases when these towns and byways are canvassed, either a part of the territory is left undone, due to insufficient number of workers, or there are so many workers that they clean up the territory in half the time that is allotted for working and the rest of the time is spent sitting around doing nothing. Then again, some directors send workers out fifty to seventy miles each day to canvass remote sections of their territory, and arrange for them to return that evening. This means the wasting of five or six hours driving forth to the territory and back. Such practices should be eliminated, and can be eliminated by a careful consideration of the details. The apostle, referring to this, in his exhortation to the Christian, says, "[Be] not slothful in business; fervent in spirit; serving the Lord." A slothful person is one who is slow, tardy, indifferent and negligent. The child of God when about his Father's business should not be in this condition. Therefore let the service committee arrange now to get their map, population data, and other information incidental to effectively working their territory, and plan carefully how the territory is going to be worked during this drive. Arrangements should be made for the cars, where they are going to be allotted, and efficient brethren in each town and rural section to direct the details of working the assignment. Arrangements should be made for convenient supply depots in every territory, either in cars or in some store or home centrally located, so that the workers may be able to get their literature without spending a lot of time trying to replenish their stock. It is careful consideration to details such as these that makes for the success or failure of the witness in any territory.

A Real Week-End

Territory fifty or sixty miles away should be worked by week-end parties who can leave home either Thursday evening or Friday morning and take sufficient camping equipment to provide for their sleeping and eating over the week-end or else can arrange for some other accommodation for rooms and meals and then spend six or eight hours of each day in working the territory. This is really giving diligence to our Father's business, carefully planning so that the greatest results may be obtained and, of course, the greatest glory to his name by revealing his purposes to the people. What more blessed and enjoyable outing for the week-end can be imagined? The service director should canvass the class immediately and find out who are able to go on these week-end drives, and then start planning for the literature to be used, workers, cars, and other details necessary to completing the arrangement.

Now, for those who cannot leave the city, what part of the city is it best to work during that season of the year? In the outskirts of every large city are a large number of people who own their own little home. Many have gardens or flower beds in which they love to work. There are, as a rule, small children in the home. The people in those places love their home, and their children, and take great pleasure in working around the garden and the house. They are a class of people who will glory in the Kingdom and the Kingdom prospects. The beauties of restitution will appeal to these very much. Therefore these are the people to be canvassed by those who have to work city territory, particularly on July 4, 5, and 6. In the very nature of things, the people classify themselves, making it so much easier for us to choose the groups to whom the Kingdom message will appeal and to concentrate our activities in proclaiming the Kingdom to them.

Conventions

There are a number of conventions already arranged for, for July 4, 5 and 6. In the areas where these conventions have been arranged the activity should be confined to fairly thickly populated sections, so that much valuable time will not be lost in transporting the workers long distances and then leaving them to work sparsely populated areas. We recommend the outskirts of the city, particularly the locality suggested above, because they offer the best prospects for canvassing. Special programs will be arranged for these conventions, with the first talk at 5.00 p.m. This will give the workers time to get in from their territory and prepare for the evening meeting. It will also be much cooler then than in the middle of the day, enabling them to get the best out of the convention. Besides this, there is nothing so disappointing and provoking to a real witness of the Lord as to be called in from the territory after two or three hours work when he is just getting warmed up.

If these various points are given consideration, and preparations carefully outlined, we are convinced that this 150,000-hour week is going to be the greatest witness to the Lord's name and the establishment of his Kingdom yet given.

Evening Good for Canvassing

Many Find It the Best Time

During recent years the anointed have come to realize that Sunday is the best day for canvassing. This does not just happen to be that way. It is based upon certain competent causes. People have relaxed from their business affairs; they are in a frame of mind to give consideration to other things than their business; all the family are usually at home and can be interviewed, and thus we get away from the excuse so often made by the wife that she has to discuss the matter with her husband, or the husband's excuse that the wife looks after all that feature of the family's welfare.

The same competent causes that apply to Sunday and make it the best day of the week for canvassing apply with the same force to evening canvassing. We have long evenings before it gets dark, particularly in sections where daylight-saving time is in effect, and therefore, particularly during IBSA Week, an effort should be made to use this time for house-to-house canvassing, and it will be found that the same results can be obtained as you obtain in Sunday work. Those who have really started this feature of the work do not want to give it up for any other time in the week, except Sunday, because of the results they obtain. One colporteur writing in this connection says, "The late service letter is very encouraging. The eleventh hour (5 o'clock p.m.) is very significant. After 5 p.m. (5 to 8) is the best time of day for canvassing. I make most of my sales at homes after 5, except Sunday forenoon." Therefore we heartily recommend that during the entire summer this method be tried out in the classes. Commencing with IBSA Week, give it a fair and impartial trial and you will be astounded at the results.

Your Vacation

Can You Arrange It for the 150,000-Hour Week?

It is customary for practically all business institutions throughout the country to permit their employees to have two or more weeks' vacation a year. The May *Bulletin* suggested that those friends who can do so arrange to take their vacation so as to include this 150,000-hour week. We believe that those of the friends who, because of Scriptural obligations, have to devote most of their time and energy to worldly pursuits, will be only too glad to take advantage of this opportunity to use their powers and faculties entirely in the Lord's service, magnifying his name and lifting up a standard for the people. Therefore, every one who possibly can should endeavor to have these ten days free for the service work.

This is the Lord's business. We, being the Lord's people, realize that the great issue today is the honor of Jehovah's name and word. The Lord has entrusted us with the part of witnessing to the people that God will magnify his name in the earth soon. Surely those who have his spirit will be only too glad to take advantage of every opportunity to carry out this trust.

272,841 Pieces of Literature Placed in 9 Days

"Hard Times" Good for Kingdom Message

May IBSA Week the Best Ever

Didn't Put In as Many Hours as Last Year. Why?

On April 27 the greatest IBSA Week ever held began. Due to the big radio hook-up, which took place on the following day, many of the workers used Saturday for the distribution of the radio announcements, which, of course, cut down on the number of hours devoted to the canvassing work for the week. But in spite of this the number to respond to the call to service was so substantially greater than heretofore that last year's high total of 262,559 pieces of literature was surpassed by 10,282. Yes, sir; the grand total for the IBSA Week just passed was actually 272,841 books and booklets! The reason for this large total is found in the fact that 10,089 workers participated in the drive. While the goal of 300,000 was not quite reached, 272,841 is really a remarkable attainment, and surpasses in its grand total every other IBSA Week. Therefore there is every reason for rejoicing in the way in which the Lord has sent forth his truth. Some have felt that on account of the hard times it is impossible to place books; but who can continue to hold to this view in the face of these figures? Surely Jehovah is not going to permit Satan to keep his Kingdom Gospel from being preached because of financial distress which Satan has brought upon the people. Jesus says that this Kingdom gospel must be preached. Therefore, in spite of all obstacles and difficulties, the witnesses of the Lord will continue to sing forth his praises.

Some may think that 300,000 books and booklets are more than could reasonably be contemplated; but a glance at the above figures will show how it might have been accomplished. You will recall that this year there was a day added to the campaign, it being for a period of *nine* days instead of the eight of 1929. But even with this additional time, the total number of hours which the classes devoted to the actual canvassing dropped from 63,010 to 61,431, exclusive of the auxiliary colporteurs. With an increase of 1,337 workers over last year's, the average number of hours per worker in the service dropped from 8.93 to 7.33. If the class workers had maintained the same average number of hours as last year and had for this additional time placed the same number of books and booklets an hour as they did during the 61,431 hours they worked this year, what would have been the result? Instead of their grand total literature distributed being 157,364, it would have amounted to 194,518. By adding to this the books and booklets placed by the pioneer and auxiliary colporteurs the grand total would have surpassed the 300,000 mark by 9,991! We bring this to your attention to show how important *time* is in placing the Kingdom message in the hands of the people. Bad weather in the West and Southwest had a lot to do with this decrease in the number of hours. Many of the classes worked longer and harder than ever, and as a result enjoyed a special blessing from the Lord.

Everyone will rejoice as do we, in the way in which the classes among the foreign-speaking brethren in the United States have responded during this IBSA Week. In spite of the difficulties which they have to meet in giving the witness, they reported 2,158 workers participating. This shows that there is an opportunity to sing forth the Lord's praises for all who desire to take advantage of their opportunities. These brethren placed a total of 35,808 pieces of literature. While they averaged only 6½ hours a week in the work, we are very much encouraged by the way in which they have responded, and hope that they will keep up the good work to the honor of Jehovah's name.

And as for the sharpshooters, they too were right there on the job, 213 answering "Here" to the roll call by sending in their reports for the week; and the final figures showed that they averaged 11 hours in the field, placing 5,890 pieces of literature. That's great, sharpshooters!

Colporteurs Do Good Work

We want to congratulate the colporteurs also for the good work which they have done during this drive. You know that several years ago it was taken for granted that the colporteurs would be working the same as usual during IBSA Weeks; but, after having kept a special record of their efforts, it has been found that they too have rejoiced in working harder during these times just to show the Lord that they delight in singing forth his praises. The 1,018 pioneers reporting averaged 34.28 hours each in the work, as compared with 32.81 hours during May, 1929; and the 693 auxiliaries increased their average from 18.51 hours to 19.90. That's just splendid, and we rejoice with you in the blessings which were yours as a consequence. The additional number of hours given to the work meant, of course, an increased amount of literature distributed. The number of pioneers participating in the work was actually 32 less than that of the previous May, but the total literature distributed showed an increase of 1,960. As for the auxiliaries, there were 219 more participating this year than last, placing 6,829 more pieces of literature.

Hard Times Do Not Stop Work

Another very encouraging feature of this report is the fact that the hard times among the people have not materially affected the work of the pioneer colporteurs. While the average number of hours given in the work increased 1.47 over IBSA Week of May 1929, the average number of bound books decreased only 1.01 per colporteur. This, however, was offset by the big jump taken in the number of 10-cent booklets. The average per colporteur increased 9.16. The two new booklets, *Crimes and Calamities* and *War or Peace*, arrived just in time to be effective in this week's activities; and the large increase in the proportion of booklets as compared with books gives evidence of the fact that the friends had a good time in showing them to the people. This large increase is further explained in the fact that many of the workers added the 9 booklets to their $2.40 set combination, making it a book-and-booklet set for $2.90. While we are glad to see the increase in the distribution of the booklets, we take this opportunity to remind the friends again of the 10-percent-discount arrangement on combinations of books and booklets amounting to $1.50 or more. Unless the people are made acquainted with this special offer, they, of course, cannot realize the advantage of taking books in combination. If all the workers keep this in mind and tell the people about it, we are confident that it will result in the placing of more of the combinations of 3, 4, 5, 6 and 7 books together with booklets.

When one reflects that five years ago, in September, 1925, when the first total of booklets as well as books was tabulated (before that time a record of books only was kept), the total literature distributed numbered only 55,978, and then look at the grand total of 272,837 for this year, there is a real cause for rejoicing in the onward march of truth.

$2.90 Combination Colporteurs' Favorite

Helps Place More Booklets

The suggestion offered in the April *Bulletin* of presenting the set of 7 books and 9 booklets for $2.90 has been tried by many of the colporteurs and class workers, with the most encouraging results. No doubt the big increase in the number of booklets placed during IBSA Week is the result of many having added the 9 booklets to their set combination. One colporteur writes us the following letter about her success:

"I have been encouraged by the recent *Bulletins*. I heartily endorse the suggestion by the brother from Pennsylvania, that we obey every request that comes from headquarters. The Lord is directing his army, and we can expect victory only as we obey commands and cooperate. When the suggestion was made that we offer the nine booklets with the set, I doubted if I could place so many sets at the advanced price; but I made the offer and find I place just as many sets and nearly three times as many booklets. I had been averaging about 40 booklets per week in the past, but I now find I have placed about 500 booklets in the four weeks since including the booklets with the set. One man, with whom I had placed the set including one booklet, was at a home where I placed the set including all the booklets, and he wanted to know why he didn't get all those little books with his set. He took the other eight, for he said he enjoyed those more even than the larger ones."

These booklets have been prepared for the very purpose of interesting the people in the Kingdom message. When a person hasn't time to sit down and read a book, he can pick up a booklet and enjoy a taste of the good things the Lord has for him in the bound volumes. How they whet the appetite for more is illustrated in the following experience by the same colporteur:

"I called last week on a lady that said she wouldn't be interested, as she had planned to order the books she desired to study. She brought me a copy of *Restoration*, said she had obtained that for only ten cents and it was the finest thing she had ever read, and she wanted to get all of Judge Rutherford's works. Of course I had no difficulty leaving the set with her."

Returning Literature

When returning books to Brooklyn or one of the depots, pack them as they are packed by us and seal all seams with sealing tape. When the freight agent makes out the bill of lading, be sure that he writes the following on the bill of lading: "The fibre boxes used for this shipment conform to the specifications set forth in the boxmaker's certificate thereon; and all other requirements of Rule 41 of the Consolidated Freight Classification." (Rule 41 Section 8 c) This is necessary to avoid paying a 20% penalty.

The Report for IBSA Week

	Workers Reporting	Hours per Worker	Total Books	Total 10c Booklets	Total 5c Booklets	Total Literature	Total Obtainers	Total Hours	Av. No. Obtainers per Worker
Classes and SS	8,378	7.33	43,235	100,469	13,660	157,364	63,321	61,431	7.55
Auxiliaries	693	19.90	9,683	17,012	2,074	28,769	11,383	13,789	16.42
Pioneers	1,018	34.28	39,570	42,665	4,469	86,704	30,097	34,895	29.56
Total	**10,089**		**92,488**	**160,146**	**20,203**	**272,837**	**104,801**	**110,115**	

'Eleventh Hour" Letter Mailed

Encourages Some to Enter Colporteur Work

There is continuing to be an ever increasing interest in the pioneer and auxiliary colporteur work as the Lord's people are coming to see and appreciate more and more the Kingdom interest which the Lord has committed unto them. During IBSA Week a letter was mailed to the classes and colporteurs entitled "Go You Also into the Vineyard". Each service director was instructed to see to it that all of those who partook of Memorial received a copy because it contained a real message for all. If you didn't get your copy, see the director at once and ask him for one. Besides containing some encouraging words from the Bible, it quoted some valuable suggestions on how to make a success of the pioneer work from those who have been "sticking to the job" for years. A most interesting picture of a trailer built by one party of colporteurs was also given.

Since the mailing of this letter the response has been most encouraging, for it has shown some just how to go about the work to make a success of it; by which is meant, to be able to continue without turning aside to something else. 132 have enrolled in the pioneer work and 107 have entered as auxiliaries. This is causing a steady increase in the colporteur enrolment list which now numbers 1235 pioneers and 902 auxiliaries. It is hoped that these will all be right at the forefront of the battle, reporting regularly each week, and enjoying the rich blessings which come with the happy realization that one is fulfilling one's divine commission of preaching this Kingdom gospel.

Get Your Orders in Early

Get your orders in early for "150,000-Hour Week". Make them freight shipments of a hundred pounds or more. We appreciate very much the cooperation of the friends in placing 100-pound orders, for it has enabled us to avoid a good amount of mail and express expense. Freight, you know, is always cheaper than sending books either by mail or by express. We take this occasion to remind you again that the factory will be closed Thursday evening, July 3; so be sure to get your orders in early enough to enable us to ship them before that date. All colporteurs, pioneer and auxiliary, and stockkeepers and directors should now carefully check over their stock and place an order for a good supply of books and booklets to carry you through this "150,000-Hour Week". If you get them in early you will avoid the last-minute rush. Let us make this a perfect week in service organization: books on hand, territory laid out, and all arrangements made to get the friends to their territories with their books.

New Publications

Reconciliation (Finnish)
Life (German)

Out of Stock

1930 *Year Book* (English)
Tabernacle Shadows (English)
Comfort for the People (French)

Places the Seven Because Arrested

Some of the brethren have allowed themselves to be intimidated because of various local authorities' interfering with their efforts to preach the Kingdom Gospel. The Lord has foretold that the anointed would be brought before rulers and judges even as were the disciples and Jesus himself. Consequently an abiding trust in Jehovah and his promises usually results in a good witness' being given to the honor of his name.

One brother who was stopped recently by local authorities in a small city has written us how opposition seems to have been quieted. He says: "The following incident may have been the means that Jehovah used to put a stop to my being again arrested. Being a printer myself, I am well known to the owners and the force of the R—— *Tribune* (local newspaper). I stepped into the *Tribune* office after I had canvassed in R—— about three hours. I was greeted with the following: 'Hello! I thought you were in jail!' Then the reporter for the *Tribune* told me that he had dropped into the city hall the day I was arrested and the officials were discussing my case and they talked to him about it. The reporter told them he wished they would arrest me and go through with the complaint against me, as he would make a column story out of the affair. The city clerk wanted to know 'how so'. The reporter answered that he would write up my arrest for selling religious literature without a license and then he would list all the gambling joints, bootleggers and other illicit businesses operating without a license without interference in R—— and that would make the story a column long. Next Thursday evening I have an order for the set of seven and all the booklets as one of the visible results of my arrest."

The Important thing on this page and in this Bulletin is the

150,000-HOUR WEEK

Let's each be a Worker a Witness an Obedient Servant

How to Place the Set with Jews

One brother who has had considerable experience in the colporteur work sent us the following suggestion for canvassing with all the books among the Jews.

"Many of the friends are handicapped by the pictures of Jesus in *Creation*, *Reconciliation*, *The Harp of God*, and *Life*, when canvassing the Jews. Some have cut them out as the only way to place a set. That does not offset the situation, however; for open any book at almost any place and they will read something about Jesus or a quotation from the New Testament. Cutting out the pictures or otherwise covering up the references to Jesus sometimes helps to place a set, but the prospect upon seeing these things later may be somewhat uneasy and not read the literature as freely as otherwise.

"A good remedy is to 'turn the battle at the gate' by opening up at one of the pictures of Jesus, saying, 'The Jewish people have been charged with the death of Jesus. But is this true? or was he put to death by the Roman soldiers? The Jewish people have carried this burden for a long time. Here (pointing at the picture of Jesus) is the true story of his death.'

"That at once covers up all the pictures of Jesus, as well as his sayings, and puts the Jews on friendly terms with any statements concerning him read in the books. I have found this the best method yet for placing the literature with the Jews."

Sharpshooters' Reports

Apparently some of the sharpshooters became confused in reporting their February figures, some thinking that their report covering the *Prophecy* drive was all that was required. As a result we were short more than a hundred sharpshooters' reports at the end of the month. We feel sure that this was not intentional neglect, but rather due to a misunderstanding. Therefore, we ask that on the first of each month each sharpshooter make out a monthly report covering the activities for the entire previous month, except where any special report has been made out covering IBSA Week and special drives, in which cases the monthly report should cover all other activities. Do this promptly on the first of each month and you will cooperate with us greatly in keeping our records up to date and in enabling us to have a proper report of the field activities.

Golden Age Sample Copies

A letter has been mailed to the class directors and auxiliary colporteurs in regard to sample copies of *The Golden Age*. We wish that all would read this letter carefully, and if sample copies of *The Golden Age* are desired, use the card enclosed with the letter and send it in as soon as possible. If you did not receive one of these letters, write the Society in regard to 'Sample copies of *The Golden Age*' and we shall be glad to mail you a copy.

These letters have gone to all organized classes and auxiliary colporteurs. It does not apply to pioneer colporteurs.

WATCH TOWER
BULLETIN

JULY, NINETEEN THIRTY

OVER 17 YEARS TIME CROWDED INTO 10 DAYS

Much Enthusiasm Shown by the Workers

"LET'S GO"

Brother Rutherford's Letter a Real Joy to the Anointed

This *Bulletin* will reach you about the time to start out in what we anticipate will be the biggest onslaught against the enemy that the anointed have ever staged. And why do we believe this? It is because the Devil, in his effort to dishearten and discourage the anointed and to hinder the Lord's work, has raised the real issue for 150,000-Hour Week. God's people must reply. When an issue is placed squarely before them as to where they stand, all those who really love the Lord respond with a thrill of joy and gladness.

An understanding of the events leading up to this week reveals this issue so clearly that we are going to tell you about it. So many of the friends throughout the country had been telling us how much joy they received from the other special service weeks which have been held so far this year that it was suggested arrangements be made to have another during the summer. It was pointed out that this would be the most favorable time on account of good weather generally prevailing, many of the friends having more time for the work on account of vacations and long evenings in which to be out in the work, and the farmers having something during the summer, either cash or their farm products, with which to obtain the books. Taking all these suggestions into consideration, and especially considering the impetus that such a week would give toward spreading the Kingdom gospel, it was decided to add another special service week, in which the main stress would be upon *time*. The name for the week was announced as "150,000-Hour Week", believing that each one is responsible for the amount of time which he gives to the work, whereas he is not entirely accountable for the actual number of books he places.

The announcement stated, "There's a reason"; and since then many have asked, "What is this reason?" In making the statement the thought in mind was to give God's people another opportunity to sing forth the praises of Jehovah. At that time nothing was known of the attack which Satan had planned against the Society's funds in Germany. But no doubt the Lord knew what he was up to and permitted Satan's organization to steal the money, much the same as he permitted him to afflict Job. This is not strange when it is called to mind that Satan has defied God to place a people upon the earth who will maintain their integrity and who will joyfully serve Jehovah if Satan be given a free hand. His open attack in Germany is another indication of his wrath against the remnant, and shows that the fight is on. Before God's people is raised the issue, "Who is God?" To them the words of the Lord come as a stimulus, "Ye are my witnesses that I am God." With more determination than ever they will joyfully respond by putting forth even a greater effort during 150,000-Hour Week, so that another great witness might be given to the honor of Jehovah's name. In thus doing, not only do they carry the message that his name is exalted, but they will also show the Devil that they are determined to maintain their integrity and that in spite of his efforts to stop the work their abiding trust and confidence is in Jehovah.

There IS a reason for "150,000-Hour Week", and a bigger reason than we at first anticipated. The letter that Brother Rutherford wrote to you on June 12 shows that this week will give God's people the opportunity, by the Lord's grace, of turning the seeming defeat suffered in Germany into a victory and to inform more people concerning God and his Kingdom than they otherwise could. Maybe you thought it was to be "just another drive". Not so. This is to be a special opportunity to turn into victory what seemed like defeat.

Doesn't this show how wonderfully the Lord is dealing with his people and giving them greater and greater opportunities of witnessing to the honor of his name? The real success of this week will be measured in the number of hours which are given in the actual witnessing work in the field, going from door to door. If the time is given to the work and each one endeavors to make his witness as effective as possible, the books and booklets are sure to be left. Here's something that everyone can do, and that is, put forth an effort to give more time in the work than ever before.

If you want to be in on the counter attack against the enemy, which we know will be a success, there is a part for you to perform. Now is the time to do it.

150,000 hours is a lot of time. It is equivalent to 6,250 24-hour days, or 17 years 1½ months. Can God's people in the United States give such a witness as this during this 10-day period? We believe they can by the Lord's grace, if all get behind the thing and do their part; but it will mean a lot of joyful service on the part of each individual. If you become a bit weary, remember you are right in the thick of the fight, not for yourself, but in the interests of God's kingdom and for the honor of Jehovah's name.

The lines on this issue are so clearly drawn that each of the Lord's anointed must take his stand either on one side or on the other. There is no middle ground.

Therefore the service director is charged with the responsibility of seeing that each one who partook of Memorial in the class of which he is director is furnished with a copy of this Bulletin.

If additional copies are required we shall be glad to supply them.

Order Now

Bethel Vacation Not Far Distant

The Bethel home and the factory at 117 Adams Street will be closed for a period of two weeks, during which time, as *The Watch Tower* states, the Bethel family will have their vacation. The dates are from August 18 to September 1, and during this period no orders can be filled or shipments made. We hope that the classes, colporteurs and sharpshooters will check over their stock within the next week or two. If you do not have enough stock on hand to last you until the second week of September, an order should be placed so that we can fill it and ship it before the 18th of August. Much mail comes in during the vacation period and this is handled in the order in which it is received. If your order comes in during that time it might not be filled for a week after reopening. Be sure that you are looking after your Kingdom interests and put in your order for books and booklets early. Pioneers should be sure that they have sufficient territory to keep them busy so they will not have to ask for more until after October 1.

A further suggestion is that all the cloth-bound books are packed 65 in a carton, with the exception of *The Harp, Deliverance* and *Reconciliation*, which are packed 60 in a carton. If you can order in quantities to make complete cartons, it will save some labor at the depots and at the Brooklyn office.

Colp'rs and Directors

150,000-Hour Week Report July 4-13

Each colporteur and class director is to submit a report covering the 150,000-Hour Week field activities, using the regular weekly report card for that very purpose. Your 150,000-Hour Week report will be for Friday, July 4, to Sunday, July 13, inclusive, or a "ten-day-week" report. This will then mean that your report for the week previous thereto will end Thursday, July 3, and will be for only a "four-day-week" report, that is, from Monday (June 30) to Thursday, inclusive.

Please be certain to submit these reports as outlined above, and that promptly. Class directors especially should see to it that their 150,000-Hour Week reports are submitted by the following Sunday, at the latest. Directors, as already advised, "don't hold up your class weekly report for a worker or workers who, for a hundred and one reasons or other, fail to report promptly to you."

REGULAR SHARPSHOOTER

Each regular sharpshooter is being sent a special card on which to report the field activities covering the 150,000-Hour Week. This report should be submitted as soon as possible after this week.

The work reported on this special card is not to be included with the report for the month of July. In other words, the sharpshooter monthly report for July will consist only of the work done during the month exclusive of the 150,000-Hour Week, July 4-13.

Request for Regional Service Director and Service Leaders

In the May 15 *Watch Tower* there appeared a notice requesting information from the different classes who desire the service of regional service directors or service leaders. To date we have heard from only about 25 percent of the classes. All classes who desire this service, please fill in the requested information immediately and forward to this office. This should be done whether your class is organized for service or not.

MAY 1930 WITNESS

	Books	Booklets
Classes	72,703	206,176
Sharpshooters	3,426	8,719
Auxiliaries	21,463	44,126
Pioneers	111,992	132,420
Total for Month	209,584	391,441
Total to Date	1,377,562	1,676,090
Quota	2,750,000	2,750,000

How Much Time in July and August?

Every Worker Should Strive to Make 5-Hour Witness

It is evident from recent happenings, as outlined in Brother Rutherford's confidential letter and the unfolding of the Lord's prophecies clarifying our vision of his requirements, that the time is here for a real warfare.

In former years we used to have our IBSA Week, special drives and general conventions and feel justified in relaxing or letting up, for a while at least, afterwards. Those days are gone forever. The adversary has thrown down the gauntlet, and we who have taken a stand on the Lord's side and accepted the challenge as God's anointed witnesses have not taken it up for a day or a week or a month only, but until this warfare is brought to a final conclusion and the Lord's name glorified.

Therefore, after the 150,000-Hour Week our campaign activities would possibly not be as strenuous as during the campaign week itself, because a number of the brethren are taking their vacation or getting time off from their secular employment in order to devote it to the drive during that period, but there should be no let-up in the battle. It should be pressed to the very limit. Each class worker should strive to continue and put at least 5 hours a week in the field service, and as much more as possible. Each pioneer colporteur should devote not only the 25 or 30 hours required as the minimum, but as much time as he possibly can; and the auxiliary should likewise recognize that the 12 hours required for those who are enrolled as auxiliaries is simply the minimum and that it should not be looked upon as a maximum to be attained and then quit. The fight is on now. Every one of God's truly anointed people is involved and the battle must be carried on without abating. Every minute counts. The Lord in judging the faithfulness and loyalty of his people is doing so by the *effort* put forth, not by the *results* obtained. The Lord himself is responsible for the results. We are responsible for *putting forth our best endeavors.*

Therefore our activities for July and August should be that of pushing the witness work to the utmost in the rural territory, working thoroughly all the small towns, main highways, and back roads, so that every house will receive a witness between now and late fall. The literature to be used should be, first the $2.40 offer of the 7 books; and where these cannot be placed, drop immediately to the $1.50 combination; and where this is not taken, then the 9 booklets for 50c. The details of preparing these combinations were outlined in a letter recently forwarded to you regarding final preparations for the 150,000-Hour Week.

The time is now here when every one in the ecclesia who claims to be of the Lord's anointed should be found in the field at least every week, setting aside a definite amount of time for the witness work. If we do not do this, but leave it to chance and go out 'when opportunity affords', we shall find a great many weeks going by without participating in the service at all. We should pick out the time we are going to devote, making up at least 5 hours a week and set that time apart for field service and not permit anything whatsoever to interfere with it. This is the business of our King and should have first consideration. If something must be set aside, then let it be something that is not of so great importance as the kingdom witness.

A Real Labor Day

For the Labor Day week-end, comprising the last Saturday and Sunday of August and Monday, September 1, the week-end camping parties suggested in the June *Bulletin* under the heading "A Real Week-End" should be adopted. We usually have beautiful fall weather. It is not so intensely hot as it is in the middle of the summer. The friends can go to the outlying sections in parties and stay there over the week-end, canvassing during the daytime and getting splendid rest and recreation during the late afternoon and evening. This works not only as a splendid witness, but also provides a healthful change to those who take advantage of it. We believe that this is also a splendid means of "redeeming" or "buying back" the time, that the name of the Lord may be glorified. Each service committee should therefore start planning immediately, so that all the details can be prepared in advance for these week-end camps.

Foreign Price Lists

The Society has on hand price lists in several foreign languages. If any members of the English-speaking classes speak a foreign language and desire a price list, or if some of the English-speaking classes desire these foreign price lists, please write the office and we shall be glad to supply them. We will have these in Polish, Greek, German, Italian, Hungarian, Spanish, Lithuanian, Ukrainian, Russian and Armenian. These are not to be used for general distribution among various individuals, but are for your own use and those who are really interested in the work.

Question and Radio Slips

Some of the colporteurs have been overlooking the importance of ordering supplies on the regular supply order slips. When you do not use these, but merely mention in a letter that you are low on report cards, etc., you are likely not to get them, as they may be sent to some other address than the one to which you are moving. Please always fill in *on the order label provided* the name and address of the place to which you wish the supplies sent. If you wish them sent "care of general delivery", always show this on your label or at the top of your order blank.

Do not use supply order slips for ordering question and radio leaflets. These are not considered as supplies, but are charged to the colporteur ordering them.

When sending in an order for supplies check up on all your stock to be sure that you have enough of everything, so that you will not need to be sending in another order for something else within a few weeks.

count with the Society is extremely unwise. When one gets in debt, to permit him to contract additional debt is like trying to help a drowning man by tying a stone around his neck.

Another Idea to Display 7 Books

Nine-Booklet Wrapper

We Hope It Will Help the Workers

About a week ago the classes were shipped some wrappers that are to be used to enclose the nine booklets which the friends are offering to the people for 50c. We have mailed you a consignment of five for each worker in the class, and ten for each auxiliary and pioneer colporteur. If you have not received these please let us know and, while the supply lasts, we will furnish them to you free of charge.

A good many friends have in the past been offering just one booklet for ten cents or two for fifteen. These booklets contain so many interesting discussions on subjects vital to all the people that an effort should be made to leave all nine booklets. Probably these wrappers will help the friends and the people at large to recognize that all nine go together. We hope that you will find them helpful in the furtherance of the Kingdom work, the only work in which we are interested.

Do Not Transfer Books

There has been a growing inclination on the part of some of the colporteurs to request us to charge to their account at colporteur rates the books which they have taken over from some class. This should not be done without their first having received special instructions to do so, from this office. Books which are sent to the classes are for the use of class workers. If colporteurs desire to have credit on their books they should get their own stock from the Society direct. In case books are drawn from a class by a colporteur they should be immediately replaced upon the arrival of the colporteur's own books from the Society. If this is not done it is necessary for us to ask the colporteur to send a money order for the amount of the books taken from the class at the time the list of books is submitted.

It is unwise for colporteurs or any of the friends to run in debt for their stock of books. While the Society has gladly consigned the books to classes and colporteurs, it is with the understanding that the cost price of the books will be set aside as they are placed in the hands of the people, and considered as belonging to the Society, and not for private use. When the account exceeds the stock on hand, the individual or class is to that extent in debt to the Society. The cost price of books should be remitted regularly to this office every few weeks. Unless this method is followed the individual or class will soon find the account has reached the credit limit, and it becomes necessary for us to ask that remittance accompany each order. This step is necessary in the interests of the Lord's work in general, and in the interests of the individual as well, since the Lord's advice is to "owe no man anything".

It is unwise for a class to lend an unlimited supply of books to its class workers or to colporteurs. Colporteurs should not ask classes to do this, but should call upon them only in case of an emergency. Then only a few should be borrowed to tide them over until their shipment arrives. For a class to lend a large number of books to a colporteur who has overdrawn his ac-

(Continued in preceding column)

Maybe You Can Use It

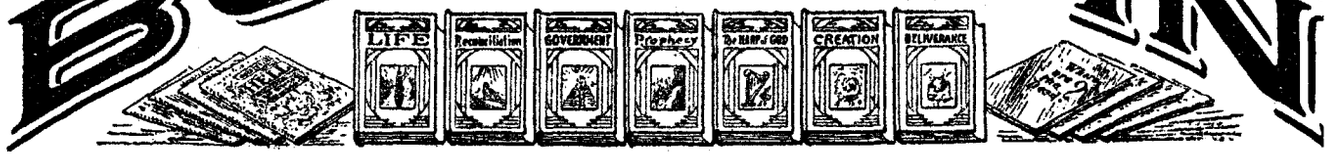
From time to time we receive letters from elderly and feeble sisters stating that they are unable to carry all the seven books and a supply of booklets with them for any length of time and therefore can take only 2 or 3 books and some booklets. As a result, while they almost always place the books with which they canvass, they are very rarely able to place the entire set.

In order to overcome this, some of the friends have been using the back of the *Crimes and Calamities* or the back of the *War or Peace* booklet to display the set, and then using such books as they have with them for samples, and have had some success with this method. Others have gone a step further and used a pasteboard photograph frame which is overlaid with grained paper, making it to look like morocco leather. These are about 6¾ x 8¾ inches over all. The photograph opening is about 4½ x 6⅝ inches, with a square of isinglass covering it. These may be obtained in almost any 5 and 10 cent store at 10c each. Some of them are put up singly, while Woolworth's seem to handle a double frame. However, there is a hinge on the back of the frame which enables you to separate the two parts, so that where one can get only this kind two friends can share and for 20c get a double frame. The back of the *War or Peace* or *Crimes and Calamities* booklet can be cut off and placed in the photograph frame. They show up splendidly behind the isinglass. One very active colporteur, who is physically unable to carry the sets around with her, is using this method with splendid results. The photograph arrangement seems to work better than simply using the backs of the above booklets for display purposes, because the frame itself is neat and the isinglass finish gives the books a glossy appearance that makes them look very attractive.

Class Workers Should Get Books from Stockkeeper, Not from Colporteurs

One director writes us that considerable trouble has been experienced in their class because some of the service workers have been obtaining their stock of books from the colporteurs. If any colporteurs are doing this they are acting in direct violation of the instructions which the Society has given them upon appointing them to represent the Society in the capacity of colporteur. They are not appointed to act as middlemen. The class service organizations are maintained for the express purpose of supplying the class workers with literature. Colporteurs are granted special rates on the books in order to enable them to meet their expenses in the actual witnessing work and have been instructed that all books are to be disposed of in this manner only. If a class worker obtains books from a colporteur while out in the field, he should replace them with books which he gets from the stockkeeper. If a colporteur draws books from a class worker while out in the field, he should replace them with books from his own stock. If this plan is followed there will be no misunderstandings and the work will run along smoothly. Each one, however, should plan to have his own supply of books, in order that borrowing may be eliminated as much as possible.

WATCH TOWER BULLETIN



AUGUST, NINETEEN THIRTY

"LIGHT," BY J. F. RUTHERFORD

PROHIBITION

By Brother Rutherford

Preachers Are Put in Their Place

A Beautiful Booklet

Not only has Brother Rutherford written a new book in two volumes, but he has also furnished us with a new booklet, called "PROHIBITION and THE LEAGUE of NATIONS: Born of God or of the Devil. Which? The Bible Proof". This booklet has a beautifully designed cover, and is going to be used with the books *Light* during the special "750,000 Testimonies Week". The much discussed subject of "Prohibition" will, we believe, give the friends an excellent opportunity to spread the gospel of the Kingdom among many people who have heretofore had closed ears respecting the message. Much comment has been raised on the subject of "Prohibition", and here is a booklet that "puts" the preachers in their place as they have never before been "put". There are also some very clever cartoons in this booklet, which help drive the points home.

Isn't it wonderful how the Lord provides so many new things for his people to use during this special witness, September 27 to October 5? All the friends will be armed with *Light*, in two books, and the new booklet. The field will be virgin territory, and there will be no occasion to say, "We just canvassed this town." The Lord is good to his people, and now he has provided us with all this excellent material, so the battle can be pressed to the gate.

The presses are working extra time (day and night) on the new booklet, *Prohibition*, so that it too can be shipped with *Light* in order to be used in this 750,000 Testimonies Week. The Bethel family is glad to do this.

Small classes and colporteurs should place their orders early, so that there will be ample time for the shipments to reach them. The booklets will be in stock at the depots about September 3. Orders will be filled at Brooklyn beginning August 11.

Now let us all remember that, as you will see elsewhere in this *Bulletin*, during the 750,000 Testimonies Week *Light* and *Prohibition* are to be offered for 95¢. If you cannot place these, then nine booklets for 50¢; and then *Prohibition* for 10¢. Let us leave a *Prohibition* booklet in every home. We'll try, won't we?

His Most Wonderful Work

Contains a Detailed Explanation of

REVELATION

Published in Two Books

Autographed Edition Ready

Factory Working Extra Time on Them

We really do not know what to say, nor how to find words to describe this most wonderful publication, *Light*. Upon Brother Rutherford's return from California this spring he turned over to the factory manager enough manuscript for two books. The contents of this manuscript are so important that everything in the factory (linotypes, plate department, presses and bookbinding machinery) was lined up for the producing of these two most startling and thrilling books, so that they could be in the hands of the friends before the next campaign, which is to be called "750,000 Testimonies Week", beginning September 27 and ending October 5. Starting May 21, 1930, with the typesetting, we pushed on with the big job, and everyone has been working hard and faithfully to get *Light* ready. It is necessary to put in some extra time in order to accomplish this work by the 16th of August, but the brethren here are very glad to have a part in it because the message these books contain for the church and the world must be gotten out speedily. All will realize this shortly.

In *Light*, Books One and Two, you will find a detailed explanation of Revelation and the second chapter of Daniel, as *The Watch Tower* has told us. Throughout the books there are forceful and enlightening illustrations. The books are distinctively different, bound in royal purple cloth, with most striking embossment.

When you receive your autographed copy, you will, we feel sure, want to read it through and will be thrilled and marvel at the Lord's revelation to his people. After that you will be very anxious to have a part in the most tremendous campaign that has thus far been waged. Read and understand the "Revelation of Jesus Christ, which God gave to him to point out to his servants the things it is necessary to have done speedily". "The time is at hand." Friends, it is wonderful to be in this Kingdom work. Let us one and all do this work speedily and as commanded.

Here are just a few appetizers, or shall we say tantalizers: Undoubtedly it is now the Lord's due time for an understanding of Revelation. You have often wondered about 'the seven messengers to the churches', "the seven candlesticks," 'the seven vials poured out'; but after reading this book *Light* they will be just as clear to you as A B C. And then about that 'beast with the seven heads and ten horns'; and then it says that 'the seventh head wounded the sixth head'. You have wondered about that, haven't you? The interpretation is just beautiful. After you read this you will understand the 'Revelation given to Jesus Christ'. Can you imagine the life history of the remnant written out as plain as day? Just how would you feel if you absolutely knew, and saw things happen before your very eyes, and helped to do them, and then found out later that God foretold all this? What about "the holy city, new Jerusalem"? We can't say all we should like to about *Light*, but it is all simply marvelous. We feel like Simeon, as recorded in Luke 2 (*Diaglott*). It was revealed to him by the holy spirit that he should not die until he should see the Messiah. When the child Jesus was brought into the temple and Simeon saw the child, he said, 'Now, O sovereign Lord, dismiss thy servant in peace according to thy word; for my eyes have seen thy salvation.'

Simeon saw the Messiah, and he felt as if he had seen all there was to be seen. After reading *Light* we feel as though we had read all there is to be read. There is now one big thing for us to do, and that is to give some one else the privilege of reading it.

These books are just what the world has waited for. For nineteen centuries the book of Revelation has completely baffled everyone who has ever attempted to unlock its mysteries. Now at last, and only because the due time has arrived, it has yielded up its treasure store of most astonishing truth. The amazing feature of Revelation is that nearly all these facts have transpired within the sight and knowledge of this present generation, and other facts they will shortly witness.

(Continued on page 4, column 2)

Cheer the Heart and Make Glad the Soul

Nine Months' Work Most Encouraging

3,630,692 Books and Booklets Placed

And still the circulation of God's Kingdom message increases. Just glance over the table of figures showing your activities in the field for the past nine months if you are inclined to believe that the Devil, with the hard times he has brought upon the people, will be able to frustrate God's purpose in having the Kingdom proclaimed. To be sure, it may take more time to place the books; but the Lord's anointed are pressing forward with the witness work as never before.

While we greatly rejoiced in the wonderful results of last year, the figures for the first nine months show that 427,233 more clothbound books have been placed in the United States so far than were placed during the same period of time last year. There has been an increase of 980,318 booklets. While this figure includes the 5¢ booklets, which were not taken into consideration in last year's quota figures, there has been an actual increase of 588,852 in just the 10¢ booklets.

We really think that this is remarkable when the unforeseen financial depression is taken into consideration. This has naturally had its effect, particularly in the placing of large book combinations, altering the percentage of books and booklets so that probably we shall not be able to reach the book quota of 2,750,000. But there is still a good possibility of reaching the combined quota of 5,500,000. The total now stands at 3,630,692, which leaves 1,869,308 to be placed during the months of July, August and September. That's a large number and will mean a lot of time to be spent in the field singing forth the Lord's praises. To make it will mean the placing of an average of 143,800 pieces of literature each of the 13 weeks. That's a big task; but with the results of 150,000-Hour Week to help out in July, there is a chance to make it. In other words, we hope to place 623,100 books and booklets for each of these three months. We crossed the 600,000 one month this year. Can we do it three more?

Let us continue to press the battle to the gates, and, by doing our part and leaving the results with the Lord, we are confident that whatever the results may be they will be to the encouragement of his people and to the honor of his name. Al-

(Continued on page 4, column 3)

THE BIG AND GLORIOUS TIME AHEAD

750,000 TESTIMONIES WEEK

Big Thing to Be Testimonies Given

Light and Prohibition Wonderful Help

Other Countries' Response to Drives Encouraging

The very evident prearrangement of these drives by the Lord himself is almost startling when first discerned, and from then on they become a source of peace, joy and undisturbed confidence in the Lord to those who are the Lord's anointed. Before we take up the details of this coming campaign we wish to call your attention to a few of the marked evidences of the Lord's prearrangement for this and the former drive.

As outlined in the letter sent out by Brother Rutherford and the last two *Bulletins*, no one on earth knew about the Devil's attack on the Society's funds in Germany before it took place, but the Lord knew it and arranged accordingly. This would have been discouraging to at least some of the anointed if the Lord had not revealed to us through *The Watch Tower* the ministry of his holy angels to actually care for, protect and preserve the best interests of the Kingdom. Each one of the anointed now knows that the Lord knew about it and that it could not happen unless the Lord allowed it for some good purpose. That purpose was to place the issue squarely before the anointed. Before this event was revealed the Lord had prearranged for a drive week, known as the 150,000-Hour Week, to come off just at the right time, not only in the United States, but in England, continental Europe, Canada, and other parts from which we have not yet heard. In Germany it was 90,000 hours, in England 75,000 hours, in Canada 10,000 hours, in Holland, 500 hours. There has been nothing since the days of the World War and the arrest of the officers of the Lord's visible organization that has hit the church with such force and united its activity as this has. The testimony from colporteurs and class workers (given in another part of this *Bulletin*) is a most inspiring testimony of God's care, guidance and protection. Surely He who sits in the heavens will hold the Devil and his crowd in derision.

However, it was no flowery path of roses to follow, by any means. The Devil fought every inch of the way. It is true he cannot harm the anointed who are in the secret place of the Most High, but he can and does act upon and influence those whom you are canvassing. That is what makes this a real fight and one in which only real soldiers, who are wholly obedient to their great Leader, our Lord Jesus Christ, and under the protection of the Almighty, can hope to come off victorious. This was not a bookselling proposition. It was putting forth the effort by devoting the *time* to the Lord's service, knowing that the Lord would give it the increase. And even if you do not obtain the results, remember that the Lord is not testing you upon the basis of the results you get, but upon your maintaining your integrity before him.

Likewise in the 750,000 Testimonies Week campaign, it is not a matter of bookselling. It is doing what the Lord commissioned his people to do; namely, to bear testimony to the people that he is God, that his Son is the reigning King and that his Kingdom is the only hope for suffering humanity. Of course this message in its most permanent form is in the literature, something they can keep in the home and continually refer to and thoroughly investigate, and an effort should be made to leave it wherever possible. The Lord's witness, however, cannot be responsible for the results, but he is responsible for putting forth the effort and calling upon the people. Whether they hear or whether they forbear is something that we must leave to the Lord, for he himself so tells us, saying, 'My word which proceedeth out of my mouth shall accomplish that which I please, and shall prosper in the thing whereunto I have sent it.' Our responsibility, therefore, is to see that we are obedient witnesses and giving testimony to his purposes as now revealed.

The Lord's evident advance preparations for the 150,000-Hour Week are also very marked in the preparation for the 750,000 Testimonies Week. When the original plans were made for this drive we did not know that the Devil's crowd were going to prepare the field for us by putting on extensive nation-wide prohibition campaigns, periodic shootings of innocent people, and sinking of boats, in order to enforce this issue, so that today it is the most talked-of issue in the country. A copy of *Prohibition* should be left in every home. Regarding *Light*, Book One and Book Two, you'll have to read them in order to see how marvelously the Lord has prearranged for these books to be released at this time. Surely "God standeth in the congregation of the mighty" and is accomplishing the good pleasure of his will. We are thoroughly convinced that each one who has been taken into the covenant for the Kingdom and is abiding under the Lord's anointing will, after reading these books, be straining at the leash waiting for September 27, when these three will be released for public distribution. You will realize more than ever before how Jeremiah felt, with 'the word of the Lord as a consuming fire within his bones'.

DETAILS OF THE WEEK

This fall campaign brings us back to working our urban territory again. All the rurals should be finished by September 27, and activities concentrated in the large towns and cities. No need of being afraid of encountering people who have any of the books you have to offer—for this campaign is for *Light* (Book One and Book Two) with *Prohibition* for 95¢. Service committees will immediately commence planning for this drive. Pick out the towns to be worked; spy out the land; arrange for your supply depot or depots in the town; coach the workers on canvasses for this new combination and the other multitudinous duties which go to make this campaign a success. The majority of the directors and service committees give this matter careful consideration and get splendid results. There are others, we are sorry to say, whose reports and results manifest a woeful lack of real interest and cooperation. To those brethren we make a special plea at this time. In view of the issue precipitated by Satan's attack upon the Lord's organization, it devolves upon all the anointed to take their stand wholly on the Lord's side. The director and service committee are charged with the responsibility of taking the lead in planning and carrying into action the plan of campaign in your ecclesia. They are charged with this responsibility before the Lord, and anyone who cannot or will not take the lead in this matter should resign and permit someone who will to take his place. The time for sentimental tolerance of indifferent brethren or brethren who are opposed to the advance march of the Lord's army is past. The fight is on, and those who are on the Lord's side must not only be called and chosen, but also be faithful under the test. Let it be 100% cooperation by each class and each worker in the classes. This campaign is going to be worldwide in its scope. We are sure that each branch of the Society throughout the world is making its preparations for this drive. Therefore,

'"Forward!" be our watchword;
Steps and voices joined,
Seek the things before us,
Not a look behind.

'Forward in the service,
Through the toil and fight;
Jesus goes before us,
Zion beams with LIGHT.'

By now you will wonder where we got the idea of "750,000 Testimonies Week", and we are going to tell you; but first we want to explain what constitutes a "testimony". If you go to a house and no one answers at the door, manifestly that is not a testimony. Or if a child answers and says there is no one else at home, that is not a testimony. A testimony is a call at a home where some adult member of the family listens to a portion of your canvass and has had an opportunity to know the nature of your call.

During the period from September 27 to October 5 we are expecting that 750,000 such testimonies will be given. We are using the same basis for our estimate that we used in the 150,000-Hour Week; namely, 1,100 pioneer colporteurs putting in 44 hours each, making 48,400 hours; 750 auxiliaries at 22 hours each, making 16,500 hours; and 8,500 class workers putting in 10 hours each, equaling 85,000; or (in a round number) a grand total of 150,000 hours. All reports to date indicate that the majority of the workers are putting in well over the very conservative number of hours called for in this estimate. Each worker should be able to give five testimonies an hour in urban territory where the houses are close together. This allows about ten minutes for each testimony, after allowing for houses where there is no one at home. If in ten minutes a prospect cannot be sufficiently interested in what you have, to take it, further canvassing that one is a waste of time in the majority of cases. Therefore, five canvasses an hour for 150,000 hours will mean 750,000 testimonies. That will mean an average of 220 testimonies for each pioneer, 110 testimonies for each auxiliary, and 50 testimonies for each class worker. If each one does his part we cannot fail to make 750,000 testimonies. THIS MEANS THAT EVERY CLASS WORKER AND COLPORTEUR MUST KEEP TRACK OF AND REPORT THE TESTIMONIES MADE. PLEASE DO NOT OVERLOOK THIS; IT IS IMPORTANT.

Combinations for the Testimonies Week

The main combination to be offered during this drive is *Light* (Book One and Book Two) and the booklet *Prohibition* for 95 cents. This makes an entirely new offer, and therefore all territory is virgin territory for it. However, each party or carload of workers going into the territory should carry one or two sets of seven, to be offered to those who manifest a real interest in the Kingdom message. The seven-book combination and *Light* (Books One and Two) will be offered for $3.25. *Light* alone is offered for 90¢.

If the combination of *Light* and *Prohibition* cannot be placed, then drop immediately to the nine-booklet combination for 50 cents, including *Prohibition* in this combination also. Where it is impossible to get the prospect to take the nine-booklet combination, drop to *Prohibition* for ten cents. Every home should have a copy of *Prohibition*, and we believe that the subject is so interesting to the average person today that he will be very glad to get the booklet.

"Prosperity Sure" and "Last Days" in Stock

Nine for 50¢ Go Well

Due to the fact that there has been such a demand for nine-booklet combinations, the *Last Days* and *Prosperity Sure* booklets ran out of stock. We are making reprints of them and shall be able to fill orders immediately. This will give the friends a sufficient variety of booklets to use in the nine-booklet combination throughout the summer. We list herewith the booklets now in stock:

Prohibition and The League of Nations
Crimes and Calamities
War or Peace, Which?
Oppression: When will it end?
Judgment
Prosperity Sure
The Last Days
Where Are the Dead?
Hell: What is it?
Our Lord's Return
The Peoples Friend

This gives all the classes and colporteurs eleven booklets to choose from. They all contain vital messages concerning the kingdom of God. Always try first to leave cloth-bound books with the people, and if this is impossible, always stress the nine booklets for 50¢. Any one of these can be read in two or three hours. People carry them in their pockets and read them on trains, street cars, at lunch hour, etc. Let us get the American public to reading the Kingdom message!

EARLY NEWS ON 150,000-HOUR WEEK

Hours Greatly Increased in the Service

Pioneers Putting in Wonderful Time

Conventions Do Splendidly in 3 Days

What a glorious week it was! To be sure, the Devil was on the job and put forth a strenuous effort to discourage the people from taking the literature, but we feel confident that there was never a greater witness given to the people of this country than during 150,000-Hour Week. At the time this *Bulletin* is published it is too early yet to give you the final results, but from the few gleanings which we have received the results are most encouraging.

What rejoices our hearts is to behold the determined spirit which those who love the Lord have manifested in this great attack. Even though much opposition was encountered, even though in certain sections of the country all heat records were broken, even though the people are undergoing great oppression and the hard times make a scarcity of money everywhere, the witnesses for the Lord were undaunted. Many have written us that they never had a harder time in placing the books, indicating the strenuous efforts which the Devil is putting forth to keep the people in ignorance of God's kingdom; nevertheless the witness was given. In spite of everything the Devil may do, this Kingdom gospel must be preached. The gauntlet had been thrown down by Satan; it was picked up by the remnant and, judging from some of the early reports, the greatest shout of praise in the history of the Elisha work was raised by this little band to the honor of Jehovah's name.

Some of the friends assembled together in conventions for the first three days of the attack, at which those who attended and participated in the work averaged seven hours each in the door-to-door witnessing work. How different that is from the old-time convention, when the only one to speak forth the Lord's praises was the one on the platform! The six conventions on which we have reports totaled 7,373 hours in the work. Another basis for comparison is the classes visited by the Bethel brethren during July 4-6 and the same classes during May IBSA Week. During the *entire* week of nine days in May these classes put in 2,990 hours in the field, whereas for the *first three days only* of 150,000-Hour Week the same classes put in 3,092 hours. With only three days gone, and seven more to sing forth the praises of Jehovah, surely a much greater witness must have been left. From one small class a report has been received which shows that during May IBSA Week they had 7 workers in the field for a total of 32 hours. When they saw the issue squarely before them they responded as never before. While the usual attendance at prayer meetings numbers only 14, even some of the others were encouraged to participate and the final report for the week shows a total of 17 workers putting in 261 hours. Now that's splendid, and we venture to say that the friends in that class are happier than ever. As a result, more literature was placed in the hands of the people during this ten-day period than the class usually places in two months' time. That shows what can be done when the effort is put forth. From one large class on the west coast came these encouraging words, "Drive week going fine. Workers' average first three days, ten hours each."

This mighty effort to sing forth the Lord's praises has been joined in by the pioneer colporteurs as well as the auxiliaries, and as we glance over some of the reports our hearts fill with joy and love for these faithful workers. Of course the terrific heat in some places made it impossible for some of the friends to do as they would; sickness and other obstacles arose in the path of others; but in spite of these it does seem as if everyone made a determined effort to do what he could. When we picked up one card from a sister 60 years old and saw that she reported 102 hours, we were filled with amazement. Several other pioneer colporteurs have reported as many as 96 hours in the field during this ten-day period, and a good number worked 70, 75, 80 and 85 hours. Some most encouraging reports have been received from the auxiliary colporteurs too, showing that they were anxious to demonstrate their devotion to the Lord by putting forth an additional effort to show forth his praises. You would be surprised to see the number of reports that we are receiving indicating that 25, 30, 35 and as high as 57 hours have been given to singing forth the Lord's praises by going from door to door.

Satan may have sought to discourage the Lord's anointed, but from these early indications we believe that the counter attack has resulted in a victory to the honor of Jehovah's name.

Some Flashes of Joy

Happy Because of 150,000-Hour Week

Would you like to hear what some of those who have written to us have had to say about this glorious week? If so, glance over the following:

One colporteur writes, "This has been a great week. Although the intense heat has been hard, yet we thank our Father for the privilege of showing our love and devotion in the little things."

Another says, "I just want to say that this has been a joyous time in singing forth the praises of our God and our Lord, and I cannot thank him enough for the little part he has given me in this blessed work."

Another writes, "Just a few lines at the end of Victory Drive. By the strength from the Lord I gained a victory over the Devil. He seemed to put everything in the way to hinder us from the work; but thank the Lord for giving me strength to go over the top in victory."

This colporteur says, "The past ten days have been days of exceptional joy. The privilege has been wonderful indeed, to be numbered with others of the anointed servant class in 'bringing forth the fruits of the Kingdom'.

This letter also manifests the determined spirit of the Lord's witnesses: "Oh how thankful I am for this 10 days' work, thankful the Lord gave me strength! 103 in the shade on Saturday, when I walked eighteen blocks."

"I surely enjoyed this drive," says this sister, "and I am so glad that the Lord gave me the privilege of going from door to door to tell the most wonderful message that was ever told to anyone."

A brother and sister write, "The 10-day service week has just ended. It has been the most encouraging, and the most joy-inspiring week we have ever had. . . . It seems that we are finding more interest this year than ever before, and it has been a real joy to take the Kingdom message to a few hungry people."

This brother says, "I put in all the hours I could, and diligently proclaimed the message of the coming Kingdom with all my strength and physical powers. It was a great time of rejoicing."

"Here is my little portion of the 150,000-Hour Week. Went every day

(Continued on page 4, column 2)

Classes and Colporteurs Doing Wonders

Bethel Family Has Great Time

Conventioners Active

We have been so interested in 150,000-Hour Week that we couldn't wait until all the reports came in. We have selected one class report for the week from each of 44 different states, an auxiliary colporteur's report from each of 45 different states, and a pioneer's report from each of 48 different states, in an effort to get some idea as to what some have done for the week. Of course it is impossible to use these results as a basis for estimating the final results; but to us it is very encouraging to see the more strenuous effort which many of the friends have put forth, in comparison with the nine-day IBSA Week in May. With the added day, the 44 classes increased almost two hours' time per worker; and 135 additional workers participated. This makes 2,408 hours over IBSA Week towards the 150,000 goal.

Just look at what the 48 pioneers averaged! 61.7 hours in the field for the ten days, as compared with 36.8 for IBSA Week. Of course, not every one put in this much time; but some worked many more hours, thus bringing up the average. These cards were not selected because they were the best reports, but, rather, because they were from colporteurs who were among those that put in more time than during IBSA Week. The same is true concerning the cards from auxiliaries, which have been selected from 45 different states. These put in almost twice as much time as during the May week, averaging 29.9 instead of 15.8.

It is also interesting to note the increase in the amount of literature that has been placed as a result of this increased activity. This goes to show that the *time* that is devoted to witnessing for the Kingdom is essential. If the hours are given in the work, the message will be left in the hands of the people, and likewise many more will hear the good news even though they do not take any literature.

This table shows also how busy the workers were who attended the various three-day conventions, July 4-7, and again demonstrates how the Lord has poured out his spirit on all flesh so that now all 'the sons and daughters' can participate in proclaiming the Kingdom.

While working hard to complete *Light* before vacation, the Bethel family was glad to have the privilege of getting out into the field work with the rest of the Lord's people. We had a really good time in lifting our voices to the praise of Jehovah in this way, besides preparing the literature. We came back to our regular work much refreshed as a result of the 12.7 hours which was the average time spent in the work. A total of 2,389 hours were put in towards the 150,000 goal, and 8,747 pieces of literature were left in the hands of the people.

(Continued in preceding column)

Advance Glimpses of the Time Week

COMPARISON BETWEEN 150,000-HOUR WEEK AND MAY IBSA WEEK

Total activities for 44 classes in 44 different states:	Hours	Workers	Av. Hours per Worker	Books	Booklets
For 150,000-Hour Week	7,098	660	10.7	6,118	10,323
Same classes May IBSA Week	4,690	525	8.9	3,220	8,383
For 48 pioneer colporteurs in 48 different states:					
For 150,000-Hour Week	2,960	48	61.7	4,095	5,635
Same colporteurs for IBSA Week	1,769	48	36.8	2,335	2,604
For 45 auxiliary colporteurs in 45 different states:					
150,000-Hour Week	1,343	45	29.9	1,043	2,968
Same auxiliary colporteurs for IBSA Week	711	45	15.8	501	1,065

First Three Days of 150,000-Hour Week

ACTIVITIES REPORTED BY CONVENTIONS HELD JULY 4-6, 1930

	Hours	Workers	Hours per Worker	Literature
Boston, Mass.	1,844	250	7.4	2,848
Mansfield, Ohio	400	50	8.0	596
Paterson, N. J.	2,042	327	6.2	5,760
Pittsburgh, Pa.	1,470	242	6.0	5,000
Roanoke, Va.	661	98	6.7	1,195
Springfield, Ohio	956	75	12.7	1,657
Bethel Family for entire week	2,389	188	12.7	8,747

Work for August and September

Try Dropping from $2.40 to $1.00 Combination

The last *Bulletin* called attention to the campaign for August and September, pointing out that rural territory should be completed, if possible, before September 27; that the combination to be offered in the territory was, first the seven books for $2.40; second, two 35¢ books and one 45¢ book with the nine booklets, for $1.50; and finally the nine booklets for 50¢, if neither of the other combinations could be placed. However, as we consider the conditions throughout the country, and particularly the hard times in many sections, it seems advisable now to change the second offer from the $1.50 combination to a $1.00 combination composed of two bound books and booklets sufficient to make it $1.00. These combinations might be made up of *Prophecy* and *Government* and two booklets, or the two forty-five-cent books and one booklet, or any other combination that the worker may desire to push. However, in making these combinations, see that the number of books offered for a dollar does not exceed the actual retail price of the combination. In other words, do not offer a $1.05 or $1.10 combination for a dollar.

If the dollar combination cannot be placed, then drop to the nine booklets for 50¢. Every class should put forth its best efforts to see that its rural territory is covered before the 750,000 Testimonies Week campaign opens.

The Great Mystery???

In the Class Weekly Report Card Instructions the following statement is made: "It is very important that every card be properly headed. Oftentimes a failure to do this makes it impossible to know by which class the report card was submitted, and this is as bad as not submitting a report at all."

A failure by directors to heed the above instructions has from time to time placed us in "perilous predicaments" which require the genius of a Sherlock Holmes. For illustration, here is one case now pending:

A certain director failed to head his report card; no date was given, nor name of the class, etc.; the "heading" was blank, but the rest of the card was filled out completely. As the card was not mailed from any local post office, but was evidently mailed on a train en route, no city or town was postmarked on the card as is the case when sent through the local post office. The only clue (and it is insufficient to help us) is that it was mailed on the train en route between "Selma and Pensacola". As there are two or three hundred classes between the many Selmas and not quite so many Pensacolas, to solve this mystery we need the help of the one who mailed the card. So, therefore, we are looking for the man.

The above is but one illustration of how important it is to head the report card as instructed. Let each director, colporteur, and sharpshooter always head his card correctly; otherwise it means nothing to the class or individual sending it; for no credit is given to the one submitting a card which cannot be identified.

Colporteurs! Your Territory Reports

Some of the colporteurs who are working with classes in class territory have not been reporting their activities to the class as they should have been doing. Auxiliary and pioneer colporteurs who have been granted permission to work in conjunction with a class should be sure to obtain their local assignment from the class director and make a complete report of work done therein to the director upon its completion. Without this information it will be impossible for the director to make an accurate territory report to the Society at the end of the year. If your territory is not completed by the end of September you should give the director a report of the total work done thus far, as he closes his records on October 1. Colporteurs should report all their activities on their weekly report cards to this office. If they attend a convention, these activities should be reported just the same. In submitting a report to the convention committee, they should indicate thereon that they are colporteurs, so that their activities will not be included in the class report. Be sure to mail your reports to us promptly every Sunday night. Do not hold them to send in several at a time.

Recommendations for Class Director for 1931

On July 15 every organized service class was forwarded a letter concerning a request for recommendations for next year's service director. This letter was sent to the class in care of either the class secretary or the service director; if the class responded to the request in the May 15 *Watch Tower* for regional director visits as outlined therein (answering the different questions), then the letter was mailed to the secretary; otherwise, to the service director.

Regardless of to whom the letter may have been forwarded, it should receive the prompt attention of the class. Also, we should be advised of your recommendations not later than September 12.

(Continued from page 1, column 3)

We could say much more about this book, using all kinds of adjectives, but we are sure you would much rather read it and get that first big thrill, a thrill that only the joy of the Lord can produce, and the joy won't fade, either.

And, by the way, the first edition is going to be 1,000,000 copies. The limited Autographed Edition will be mailed to you before the vacation period. The two books can be had for one dollar. This edition will be consigned to all English classes and some of the classes speaking other languages, and also active sharpshooters. Auxiliary colporteurs will get theirs from the class directors.

The regular edition of *Light* will be consigned to the organized classes so that they will have a sufficient supply for the "750,000 Testimonies Week". Those classes which will not receive consignments will be notified by mail. These classes will receive a special order blank upon which they can state their requirement together with enough other literature to make up a hundred-pound shipment. In this way these classes, too, can have their supply of *Light* for the special campaign. Auxiliary and pioneer colporteurs will please order their requirements. Both the St. Louis and Oakland depots will have a stock on hand after vacation. They will be able to fill orders about September 3. We'll be busy till then, but then we shall be busier.

(Continued from page 3, column 3)

except two. This is rural work altogether, over all kinds of impassable trails; hollows and hills and rocks and sand and gullies and grubs and stumps and ditches and breaks. Just couldn't have gotten there any other way than in the little old Ford. The heat was intense and the poor folks so blind that it was next to impossible to do anything. But I am thankful and glad, and specially noted that the Lord has overruled so that we could go at this particular time. The poor people have no money, and most of them nothing to trade in. However, did much missionary work and have some orders for fall delivery.

(Continued from page 1, column 4)

ready 1,631,835 hours have been given to advertising the King and the Kingdom during this year, and *time* in the field is the important thing. Just think of the number of people who have been personally called upon and given the opportunity of learning that Jehovah is God, as a result of this time spent in the work! Here is the true indication of the faithfulness of the Lord's witnesses; for it indicates that those who really love the Lord are engaging in his work with all their heart, soul, mind and strength because they love him and delight to sing forth his praises.

Bethel Home and Factory to Be Closed

August 16 to September 2

No Orders Filled During This Time

Get Orders In Early

Don't forget that you should be sure to have plenty of books on hand and colporteurs should have enough territory to last them until October 1, for Bethel will be closed for the vacation period, from noon Saturday, August 16, and ending on the morning of September 2. No orders will be filled between these dates.

In order to make it possible for us to catch up with the accumulated work upon the reopening of the office, colporteurs and classes are requested to eliminate all correspondence during this period. Send in your reports the same as usual, but please do not write letters and then ask us why you have not received an answer. Upon our returning to the office the mail will be opened in accordance with the date it was received, and the orders will be given first attention; other matters will be delayed somewhat for a few weeks afterwards. If you get plenty of books on hand ahead of time, and colporteurs obtain enough territory to keep them busy until after October 1, it will be to the advantage of everyone.

In placing large orders for books, be sure that your account has been sufficiently reduced to warrant the making of the entire shipment. Again we advise against colporteurs' and classes' running into debt by not remitting for stock as it is placed.

Remember the dates, August 16 to September 2, in order to save yourself from being inconvenienced by running out of books.

Take a Peek at the Total Time—1,631,835 Hours

The Witness for First 9 Months of 1930

	Classes	Shooters	Auxiliaries	Pioneers	Total
Harp	65,443	3,180	20,991	145,304	234,918
Deliverance	43,658	2,150	14,969	124,586	185,363
Creation	51,597	2,434	17,725	136,883	208,639
Reconciliation	32,727	1,887	12,145	103,507	150,266
Government	38,261	2,193	13,988	110,962	165,404
Life	67,537	4,122	21,687	122,678	216,024
Prophecy	60,918	4,370	18,850	80,684	164,822
Studies (sets)	17,425	611	2,566	6,152	26,754
Misc. Books	31,203	1,295	6,061	29,253	67,812
Total Books	513,319	25,908	144,378	896,921	1,580,526
10¢ Booklets	739,841	26,936	174,545	717,378	1,658,700
5¢ Booklets	238,579	6,999	33,852	112,036	391,466
Total Literature	1,491,739	59,843	352,775	1,726,335	3,630,692
Total Hours	617,341	27,641	195,812	791,041	1,631,835
Average reporting at least once a month	1,165		617	1,038	
Average Workers Weekly	4,148		499	894	5,541
Average Hours per Worker Weekly	4.0		10.5	22.6	

Comparative Results on Quota Basis for Nine Months

	BOOKS		BOOKLETS		INCREASE	
	This Year	Last Year	This Year	Last Year	Books	Booklets
Classes and Sharpshooters	539,227		1,012,355		78,144	432,947
Classes, Sharpshooters and Auxiliaries		461,083		579,408	93,174	95,403
Auxiliary Colporteurs	144,378	(93,174)	208,397	(95,403)	51,204	112,994
Pioneers	896,921	692,210	829,414	490,440	204,711	338,974
TOTAL	1,580,526	1,153,293	2,050,166	1,069,848	427,233	980,318

WATCH TOWER BULLETIN

SEPTEMBER, NINETEEN THIRTY

EVERYBODY IN 750,000 TESTIMONIES WEEK

1 in Every 32 Homes to Get the Witness

Every Worker to Average 5 Testimonies an Hour

Light a Big Inspiration

As outlined in the August *Bulletin*, if each one does his part during this drive there is not the slightest doubt about attaining the 750,000 testimonies quota. The results of the 150,000-Hour Week are a clear indication that the anointed throughout the country have a keener appreciation of the issue than ever before.

The books *Light* clarify many features of the great battle now impending and the significance of our activity in the Lord's service in a way that we did not previously appreciate. There may be some who, when they read *Light* and see the significance of the various campaigns in the past in which they might have had a part but for one reason or another did not, will feel disappointed because they permitted something else to crowd out their privileges of service at that time; and it is unquestionably right that one should feel badly about missing any opportunities of service that the Lord affords. The apostle says that "godly sorrow worketh repentance unto salvation", and one who could have had a part in the Lord's service and did not because of some negligence on his part would not have a proper appreciation of the Lord's organization and his part therein if he did not feel badly about losing these privileges. It is evident that as we approach closer to the great climax, when Jehovah himself will arise to give the great witness, every privilege of service is fraught with greater responsibility and brings correspondingly greater blessings. Therefore it behooves everyone who has been taken into the covenant for the Kingdom to give greater diligence than ever before, seeing to it that he renders unto the Lord the things that are His by diligently watching the time and devoting his faculties to His service. The 750,000 Testimonies Week is just what its name implies: a witness week wherein, by the Lord's grace, it is expected that that many testimonies pertaining to Jehovah and the establishment of his kingdom will be given to the people.

An analysis of these 750,000 testimonies is interesting. There are approximately 120,000,000 people in the United States. In witnessing to 750,000 people during this drive week we are testifying to one out of every 160 people in the United States about the Lord and his kingdom. However, this does not give the most effective analysis, because our work is more particularly a house-to-house work and what we actually do is to call upon 750,000 families, or close to that number. Analyzing

(Continued on page 2, column 3)

To the Workers of the Lord's Army,

Dear Brethren in the Anointed:

On the 12th of June it was my pleasure to address a letter to you calling attention to the privilege of putting forth an extra effort during the service week beginning July 4. Your response thereto has been unusually good, and I rejoice with each and every one of you in the splendid results. The blessing of the Lord attended the efforts of everyone who sought to serve him unselfishly.

To exceed the quota is far better than to fall short of it. You exceeded it this time. Service week was designated as 150,000-Hour Week, and here is a brief summary of the result of the service during that week:

WORKERS IN THE FIELD	10,588
HOURS WORKED	154,450
BOUND BOOKS PLACED WITH THE PEOPLE	87,704
BOOKLETS	247,799
TOTAL AMOUNT OF LITERATURE PLACED WITH THE PEOPLE	335,503

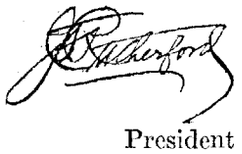
A reasonable average would be to count ten discourses to each piece of literature, making a total of 3,355,030 discourses delivered in one week in the United States alone. For the Lord's little army that is marvelous in our eyes; it is the doing of the Lord. I deeply appreciate the privilege of being associated with such dear, earnest and zealous workers in the cause of the Kingdom.

Of course opposition arises from time to time. The Lord could prevent this, but manifestly he permits it in order to call attention to the truth in a more striking way. Let no opposition discourage you. Go straight forward, bearing in mind always the words of Jehovah, "Ye are my witnesses that I am God."

Beginning September 27 there will be another Service week, and it will be your privilege, with all others who join, to make this the best time of delivering testimony yet had. In the meantime you will have Books One and Two of LIGHT. Study them carefully, that you may understand and intelligently present the message to the people. Then may the Lord's blessings attend you in a marked degree, resulting to his glory and praise.

Again be assured of my appreciation of your devotion to the Lord, and of the opportunity of serving with you. With much love and best wishes, I remain

Your brother and servant by His grace,



Watch Tower Bible & Tract Society President

117 Adams Street

All Records for Bookmaking Broken!

Working 11 Hours a Day

During the last week of July and the first week of August the entire factory and office force has been working on *Light*, putting in eleven hours a day—and, by the way, it is hot in New York. We wish you could see these boys working, and watch the sweat roll off of their brows, backs and arms. They are giving all this energy in the service of the Lord, and they believe the Lord wants their "heart, mind, soul and strength". We feel sure this is pleasing to him. They are the happiest family on earth. We thought you would be interested if we told you what they have been doing during the first week of the extra-time work in the factory, and that it would make your heart glad to know this. During the first week they finished, on an average, 20,240 books and 37,851 booklets each day. In fact, one day they made 24,000 bound books, breaking all previous records. This makes a total of 58,091 pieces of literature completed in eleven hours. As to the work accomplished in this one week, from July 28 to August 2, inclusive, there were produced at 117 Adams Street, 332,730 pieces of literature. They believe that that on which they are working it is 'necessary to have done speedily'. We hope that during the 750,000 Testimonies Week the friends will place the books as fast as they were made here during these two weeks. We will be in that drive, too.

Special Report Card Changes

Classes, Colp'rs, Sharp'rs

Beginning with the 750,000 Testimonies Week, BUT not prior thereto, the following report card changes go into effect:

1. Column headed "Set of 7 Vol. Studies" is to be changed to read, "It 1," for reporting *Light*, Book 1.

2. Column headed "5¢ Booklets" is to be changed to read, "It 2," for reporting *Light*, Book 2.

From the time this change goes into effect all *Studies in the Scriptures* placed, whether in complete sets or singly, are to be reported in the "Misc. Books" column. The 5¢ booklets are to be reported in the "Misc. Booklets" column, along with the 10¢ booklets.

Re reporting the manner in which the latest nine books, by Brother Rutherford, are placed in combinations: In this feature of the report when *Light*, Book I and Book II, is placed it is to be reported as a "2 bound books" combination and so shown on the report card. If placed with the other seven books by Brother Rutherford it is to be reported as a nine-book combination. Combinations of eight and of nine bound books are to be shown on the

(Continued on page 2, column 1)

MY! OH MY! WHAT A WEEK!

Think of It—154,450 Hours in 10 Days!

All Records Smashed to Smithereens
Everybody Did Splendidly

Well, you did it, even though many of the friends may have had a little doubt in the back of their heads that it couldn't be done. Nor do we blame them; for 150,000 hours is a lot of time. But the joyful part is that you beat that mark by 4,450 hours! Just look at the table of results if you want to see how it was done.

While we anticipated 8,500 might participate in the class work, even more than this joined the ranks, averaging 9.58 hours each in the field. This was .42 of an hour less per worker than the 10 hours quota, resulting in the class workers' coming short 1,723 hours of the 85,000 goal. The 83,277 hours, though, which they did put in is so far in excess of all previous records for class workers that we are exceedingly joyful. Just look at the work done by the pioneers! Honestly, it thrills our hearts to see the way that they entered into this great work in singing forth the praises of Jehovah. You might think that those who are in the work all the time would look at this week as if it were nothing out of the ordinary. Not so with the pioneers. They are on the job because they love the Lord, and whenever the opportunity arises to demonstrate to the Devil and his crowd that they are 100-percent on the Lord's side, they respond with all their heart, soul, mind and strength. Instead of only 1,100 participating, 1,146 reported 52,559 hours, bettering the quota by 4,059 hours. This made the average time per colporteur mount up to almost 2 hours better than the 44.00 hours for the week that we hoped they would put in. Isn't that splendid? To make an average like that means a lot of long hours by many of the pioneers to make up the short time of those who were handicapped by sickness, etc. To all the workers in the field who put forth the effort in an unselfish desire to magnify the name of Jehovah, we should like to say to you, God bless you, your labors are not in vain.

The auxiliaries were as anxious to do their part, too. The 750, the number of those who participated, corresponded exactly with the quota figure, but these put in so many more hours that we were really astounded. Their average time was 24.82 hours per worker during the 10 days, with a grand total of 18,614 hours. That's just 2,114 hours better than the quota, and 2.82 hours better for each auxiliary. One auxiliary put in 72 hours during the 10 days. Adding all branches of the work together, we have 154,450 hours devoted to preaching this Kingdom gospel which Jesus said must be preached as a witness. The Devil may have thought that he could discourage the remnant by his attack in Germany, but the faithful came back with the greatest counter attack, witnessing to more people than ever before in any similar period of time.

As a result of this tremendous effort, the IBSA Week quota of 300,000 books and booklets, which was not made at that time, was surpassed during 150,000-Hour Week by 35,493. Think of it! 335,493 books and booklets! This means not only that the hour quota was far surpassed, but that all previous records for books and booklets placed were smashed to smithereens.

We have been so keenly interested in compiling these figures that when the final totals were obtained we felt like shouting with joy so that all could hear.

150,000-Hour Week is in the past. While we rejoice in its accomplishments, let this but arouse us to make 750,000 Testimonies Week a corresponding success. With *Light* for the people we have every reason to believe that it will be, for if any one can read *Light* without wanting to have a greater part in singing forth the praises of Jehovah than he ever did in the past, there's surely something wrong somewhere.

Reporting Testimonies

During the 750,000 Testimonies Week ONLY it will be required to give a report on the *number* of testimonies given. This information is to be shown on the CLASS report card in the space between the "Language" line and "Brothers.....Sisters....." line; on the COLPORTEUR report card, this information is to be shown in the upper right-hand space of the card. Sharpshooters will receive a special Drive Week report card as is usually the case.

750,000 Testimonies Week Report

Each service director and colporteur is to submit a report covering the 750,000 Testimonies Week field activities on the regular weekly report card. This 750,000 Testimonies Week report will be for Saturday, September 27, to Sunday, October 5, inclusive, or a "nine-day week" report. This will then mean that the *report for the week previous thereto* will end Friday, September 26, and will be for only a "five-day week" report, that is, from Monday (September 22) to Friday (September 26), inclusive.

(Continued from page 1, column 3)

the figures from the standpoint of families, we find the following: that there are 24,000,000 families in this country and that 750,000 testimonies means that we are testifying to one out of every 32 families in the United States in this nine days' campaign. It is difficult for the mind to grasp the magnitude of the effectiveness of this witness. However, we feel confident in saying that there is not another organization or body of people on earth that would even think of starting such a tremendous work, and yet to no man or body of men is due any credit for it. It is the spirit of Jehovah God sent forth to accomplish the good pleasure of his will, operating in his people, that accomplishes this mighty work. This should create in the heart of every one of the Lord's anointed a reverent thankfulness for being used thus by Jehovah, and an intense desire to do that which is pleasing to him. The question each one should ask himself, and also each service committee similarly, is, Am I ready for the campaign? Have I seen that such advance preparations as can be made are being attended to now? Each one, if he finds that they are not attended to, should busy himself in seeing that he is prepared to enter whole-heartedly into this mighty drive to bear witness to the name of Jehovah and the establishment of his kingdom. Remember, five testimonies an hour as an average for every worker. A short, interesting testimony about the Kingdom, and then let the books tell them the rest.

JULY WITNESS

	Books	Booklets
Classes	53,447	209,223
Sharpshooters	4,049	12,067
Auxiliaries	19,154	53,467
Pioneers	106,751	164,966
Total for Month	183,401	439,723
Total to Date	1,763,927	2,489,889
Quota	2,750,000	2,750,000

Bethel Family Aiming at 12,000 Testimonies for Their Quota

Factory and Home Closed October 3, 4 and 5
Service Leaders to Be Sent Out

The Bethel family is having great pleasure in producing the new books *Light* and the *Prohibition* booklet, and they are looking forward to an interesting time in the field service work giving testimony to the people concerning God's kingdom. When the 750,000 Testimonies Week rolls around, we will be in it. Brother Rutherford has decided to close the factory and Bethel home during October 3, 4 and 5, so that every member of the family will have the privilege of engaging in this great work of the kingdom. We have been thrilled in reading the new book, as you will be when you read it, and are anxious to offer these new publications to the people. We have set for ourselves a quota of 12,000 testimonies. It is going to take an earnest and hard effort on our part to make it, but we are going after it. You too, are going to try to make the 750,000 Testimonies Week a big success, aren't you?

Any class within a radius of 500 miles of New York city that desires to have a service leader sent to serve them for these three days, please write to the regional service department. These brethren will lead the friends into the field, and in the evening give them service talks.

September Brings Joyful Labor Days

3-Day Canvassing Parties

The month of September is about the most nearly ideal month of the year for our work. In fact, as far as field activity is concerned, September leads every other month. The intense heat is a thing of the past, children have returned to school, and parents are freer to go out during the daytime in the witness work than they are at any other time. The weather also is inviting. Therefore we feel sure that September of this year is going to be as in former years, the best month that we have.

Labor Day covers a period of three "off" days, inasmuch as Saturday is half a holiday, and a whole holiday for many, Sunday will likewise be a holiday, and Monday, Labor Day, will be the third. This would prove an ideal time for the final big drive in the rurals.

Identification Card

Never Be Rude to People

In many cases where the friends are stopped by local police officials the police claim that they do this because they are not certain that the friends are bona fide representatives of the Society. They claim that there is such a wave of lawlessness everywhere that they have to take this precaution and insist on stopping the friends until they have established the fact that they are really what they claim to be.

To overcome this difficulty and avoid the embarrassment that arises out of such circumstances, the Society is printing a neat identification card signed by Brother Rutherford. This card identifies the worker and states his mission. The cards will be sent to the classes on the basis of the number of *Bulletins* they are now receiving. Pioneer and auxiliary colporteurs and sharpshooters will receive their card filled out by this office. The director is to fill in the name of each worker in the space provided or have some other competent member of the class do so. The worker will then keep this card, and if he is stopped he is to use it as his means of identification as a representative of the Society.

COURTESY

Reports come to the Society from time to time that some of the field workers are discourteous to the people. This is much to be regretted. The truth should be presented with courtesy and respect to all, and see to it that no one is personally rebuked or illtreated.

The mere fact that it is one's privilege to tell the people the truth does not warrant one's being discourteous. It injures the field for those who come afterwards, and is not in keeping with the proper course of those who bear the testimony of the kingdom.

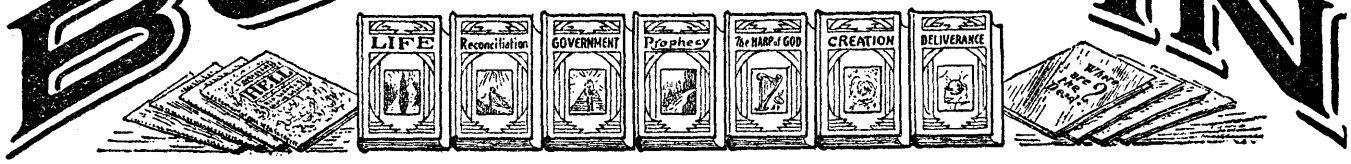
The Time Table for 150,000-Hour Week

(Continued from page 1, column 4)

bottom of the report card. IMPORTANT: All of the latest nine bound books placed, whether in combination or singly, of course, are to be shown under their respective headings, for the COMBINATION data is additional information.

	Hours	Workers	Average Hours per Worker	Total Books	Total 10¢ Booklets	Total 5¢ Booklets	Total Literature	Total Obtainers	Average Obtainers per Worker
CLASSES & SS	83,277	8,692	9.58	33,839	125,135	15,476	174,450	67,311	7.7
QUOTA	85,000	8,500	10.00						
PIONEERS	52,559	1,146	45.86	44,055	71,252	6,178	121,485	38,836	33.9
QUOTA	48,500	1,100	44.00						
AUXILIARIES	18,614	750	24.82	9,810	26,666	3,082	39,558	14,383	19.2
QUOTA	16,500	750	22.00						
TOTAL	154,450	10,588		87,704	223,053	24,736	335,493	120,530	
QUOTA	150,000	10,350							

WATCH TOWER
BULLETIN



OCTOBER, NINETEEN THIRTY

Two Months of October and November Excellent for Witness

Small Towns and Country Territory to Be Worked

Light a Wonderful Book to Work With

The new fiscal year, beginning with 750,000 Testimonies Week, finds the remnant class rejoicing in their privileges as never before. While the Devil is bringing misery and woe upon the people of earth in his effort to turn them against God, the Lord is serving his people with greater blessings than ever.

From every part of the country reports are being received concerning the serious condition which the farmers are facing. In large areas the drought has been so severe that many have seen their entire crop destroyed. In sections where they have been favored with a good crop, the markets have been flooded and the prices driven down so that they have received barely enough to pay for the raising and harvesting. In industrial centers manufacturers have cut down on their production, meaning that large numbers of men and women have been thrown out of employment. This is not mere accident, but a definite policy on the part of the Devil to turn the minds of the people against God by causing these conditions to come about and then using his ecclesiastical representatives to blame them on the Lord. The newspapers report how the preachers have petitioned the politicians to make public a proclamation that the people should pray to God for rain and for relief of various sorts, leading them to believe that Jehovah is the one responsible. In this way the Devil really presents a challenge to the Lord's people, who know that he, not Jehovah, is accountable. The remnant does not remain silent in the face of this challenge, but accepts it by singing out the praises of Jehovah and by telling the people of his righteous purposes. These conditions are causing many people to think as never before. To be sure, many are allowing this trouble to embitter them; but others are seeking the answer. The only true remedy for the entire situation has been given by the Lord in his Word, and he instructs his remnant to carry the message to others. While the world suffers, Jehovah says to those who have forsaken him: "Behold, my servants shall eat, but ye shall be hungry: behold, my servants shall drink, but ye shall be thirsty: behold, my servants shall rejoice, but ye shall be ashamed: behold, my servants shall sing for joy of heart, but ye shall cry for sorrow of heart, . . . and vexation of spirit." (Isa. 65:13, 14) Therefore in spite of the financial depression and hard times, the Lord's faithful ones are pressing forward in his service, trusting in him and joyfully proclaiming the kingdom message. Instead of being discouraged by the outlook they are overjoyed because they see the day rapidly approaching for the complete vindication of Jehovah's name.

Now is the time to put in two good months in the country sections, in small towns and rurals which will not be reached during the winter season. The months of October and November are generally the most favorable for this kind of work on account of the farmers' getting some returns for their crops. While these returns may be small, still in many sections the workers have been asked to return at this season so that the books may be obtained. The drought and severe financial conditions are causing many of them to wonder what it is all about and to listen with interest to God's true remedy. Classes, therefore, should plan their activities in the remote small towns and rural districts of their assignment, giving preference, of course, to sections which they may not have covered thus far during 1930. In working such sections the full set of 9 books should be offered by the workers for $3.25, unless the territory is in an extremely poverty-stricken condition. If such is the case, each witness should be opened with *Light* 1 and 2 and *Prohibition* for 95¢. The set of "jr" should be offered where special interest is evident. Opening each witness with an offer of *Light*, even though the canvass be for the 9 books, affords the worker a convenient way to drop to the smaller combination for 95¢. The slight difference in the style of binding can be used to offset the objection of "I would rather wait until I can take all of them", which is so often encountered. It can be pointed out how the $3.25 price is really for the two sets, one being of 7 books and the other of 2 books.

If the class has completely covered its rural and small town territory during the past summer with the full set of 7, then this territory should be recanvassed with the 95¢ combination of *Light* and *Prohibition*, always bearing in mind that a supply of full sets of "jr" should be available with which to supply any interested party. Some of the best results are obtained in territory that is canvassed repeatedly. Surely the farmers should be given this opportunity of getting the books at the season of the year that finds them in the best position to do so.

The same general plan of procedure should be followed by the colporteurs. While the weather is pleasant and the roads are good full advantage should be taken to get the Kingdom message to the remote sections. If the people are so hard pressed that the nine-book combination seems inadvisable, then drop to a smaller one, bearing in mind that all territory can be considered as virgin for *Light* and *Prohibition*.

God gave the revelation to Jesus Christ that he might point out to his servants the things it is necessary to have done speedily. Since he has now enlightened his servants concerning this revelation, the time is at hand.

Use Care in Ordering Books

The colporteur department has found that some of the colporteurs have been confusing *Light* with *Life*, ordering one when they mean the other. It is important that particular care be taken in making out orders for books, so as to avoid misunderstanding. Please be sure to order *Light* Book 1 and *Light* Book 2 when this publication is desired. When an order is received which reads "24 *Light*" we do not know whether the party desires 24 copies of each book or 24 books all together, making 12 of each.

The new booklet is called "Prohibition"; not "Probation", which some have been ordering. Be sure to give complete address on all orders. When street address is omitted shipments are addressed in care of general delivery.

New Books in Stock

The following new publications do not appear on January 1 class and colporteur price lists:
Government, Finnish
Prophecy, German
Reconciliation, Polish
Prosperity Sure, French
Desirable Government, Serbian
World Distress, Serbian
Standard for the People, Slovak
Judgment, Swedish

The following item is permanently out of stock:
Scenario (cloth and paper)

Advertising the Radio

Beginning December 1, 1930, the Society will have ready for distribution the new radio slip which can be used in all parts of the country. In a letter mailed to most of the classes, dated September 23, the new arrangement for the use of the radio has been outlined.

It would be well if all the friends using the present radio slips would try to dispose of their stock and whatever other slips they may order in the meantime, before November 22. This will leave one week until the time that the new radio slip is to be distributed. These new slips will be ready for shipment about the 17th of November.

Directors for 1931

There are a number of classes that have not sent in their recommendations for the year 1931. Those who have not will please arrange to do this immediately.

Regional Service Directors to Serve Sharpshooters

The Society is arranging to have the regional service directors serve the sharpshooters throughout the country during the year 1931. These will be one-day appointments in which the regional service director will give you the benefit of his experience in the field and show those isolated brethren how to bring their canvasses up to date and in a general way witness more effectively to the glory of the Lord and the establishment of his kingdom. Sharpshooters who desire such regional visits will please write the regional service department, stating that they wish to be placed on the list.

Get Your Authorization Card

Special Letter Sent to All Colporteurs and Directors

Recently the Society forwarded to each ecclesia a number of "Permit and Authorization" cards. These were forwarded to the director, and the director is responsible for seeing that they are distributed among those who participate in the field service work. Underneath the date line each card is to be countersigned by the director of the ecclesia, and before he issues or countersigns any cards he should be sure that they are issued only to those who are actively engaged in the field service. The following is an illustration of how this should appear:

Date .....
Countersigned .....
Director.

Colporteurs, pioneer and auxiliary, received their cards from this office direct. They were mailed to them first class; so all should have received them by this time.

A copy of a letter which Brother Rutherford wrote to the service directors regarding his correspondence with the International Association of Police Chiefs and a photostat copy of their reply has also been mailed to them. These should be used by the service director or colporteurs in case of interference. If any of the class workers are stopped they should get in touch with the service director at once in order that he might follow these instructions in their behalf. As stated in the letter to the directors, some of the brethren have acted unwisely while out in the work. If one is abusive and ugly he arouses the antagonism of the officer and it is difficult to get on.

The Important Features of a Class Service Organization

All Should Be Familiar with These

For the benefit of the classes and their service committees and individual members, we give here a resume of the essential features of a class service organization.

CLASSES ELIGIBLE FOR SERVICE ORGANIZATION

In order to be able to properly maintain a service organization, a class should have *at the very least* four members who can and do participate in the house-to-house witness service with some degree of regularity.

THE TWO PARTS OF A CLASS SERVICE ORGANIZATION

Each service organization is composed of two parts, both of which must function together in order to give the witness most effectively. These two parts are the *service committee* and the *workers*. The service committee consists of the service director, the stockkeeper, and the service treasurer. (In a small class it is all right for the director to serve as stockkeeper also, but the position of service treasurer should be held by another member of the class and should not be combined with any other office in the service committee.) It is the responsibility of the service committee to formulate the plans of action. These plans are to be presented to the workers for their discussion and approval. It will then be the responsibility of the workers to carry into action the plans finally agreed upon by the majority.

SERVICE DIRECTOR

The director is appointed by the Society and serves as its representative. He is also the representative of the class, inasmuch as he is chosen by the Society upon the recommendation of the class. He is therefore a servant of both the ecclesia and the Society. The duties of the director are twofold. His responsibility to the class is that of directing its witness activities in the territory assigned to it; and his responsibility to the Society is that of carrying out the instructions he receives from the office from time to time through *Watch Towers*, *Bulletins*, letters, etc.

CLASS SHARPSHOOTER

A class sharpshooter is a *sister* serving in the same capacity as a *brother* serving as director. Her duties are therefore the same as those of a director. The occasion when a sister serves as a class sharpshooter is in instances where, in an organized service class, there is no brother able to serve as director, whether that is due to the fact that there are no brothers in the class or is because the brothers in the class are ineligible or unwilling to serve as director. In such cases the classes make their recommendation to the Society accordingly.

SUBDIVIDING THE TERRITORY

One of the director's chief duties is to see that the class territory is properly subdivided. This division should be so made that the class can witness to it most effectively. In order to do this the director must know the territory; the nationalities in the various sections; the class of people, whether rich, poor or middle class; when the people are paid; what are the days or seasons when the most effective witness can be given, and why; the approximate number of homes in each assignment, etc. This will enable him to determine how many workers can cover a certain part of the territory in a given period of time, and will eliminate much waste of time occasioned by sending too many workers into an assignment, or not enough. This information should be recorded on the workers' "Territory Data" slip.

TERRITORY TO BE GIVEN THE BEST POSSIBLE WITNESS

Having properly subdivided the territory and knowing it, the director is charged with the responsibility of arranging to have it witnessed by the workers best suited to the different sections. Some workers are better fitted to meet the wealthy and educated; others, the middle class or the business people.

WORKERS TO BE KEPT IN CLOSE TOUCH WITH INSTRUCTIONS

It is the duty of the director to bring to the attention of the class all instructions and communications from the Society, so that the class may know what each worker should do to give the most effective witness.

CLASS BOOK ACCOUNT

It is the privilege, and to the convenience, of the class to avail itself of the Society's credit arrangement for campaign literature. Each class whose account is in good condition may order as much literature on account as may be required, making remittance for same as placed.

An account is considered to be in good condition when the class remits once each month for the value of the literature disposed of within that period of time; presuming of course that the class is reasonably active.

An account is considered to be in poor condition when the class fails to remit at least once within three months, due to inactivity or any other reason. A failure to remit at least once within three months automatically places such a class on the suspended credit list. No credit will be allowed such a class until proper remittance is made. Each class should therefore endeavor to follow the rule of remitting once a month for the literature placed; small classes, at the very least once in three months.

Each month a statement of the class account is forwarded to the class in care of the director. It is the special duty of the service committee to examine this statement of the condition of the class account. Further, the service committee shall give to the ecclesia, through its service treasurer, an account of the amount of money that has been remitted to the Society during the month, the value of the books still in stock, and the amount of money on hand. The last two items should be sufficient to balance the amount due the Society.

REPORTS AND CORRESPONDENCE

Promptly each week the director is to make a report to the Society of the class field activities on the regular weekly report card, regardless of whether there has been any witness work done or not. Workers, by their submitting prompt weekly reports of activities, will greatly aid the director to submit prompt and accurate reports, as required.

All correspondence of the service committee with the Society is to be done by and through the director.

Once each month the director should make a report to the ecclesia of what has been done during the month and of the plans outlined for the ensuing month.

The director is to see that a proper record is kept of the literature placed, hours canvassed, number of obtainers, etc., in each town assigned to the class, so that he may be able to make out a yearly report when called upon to do so.

ASSISTANT DIRECTOR

The director should appoint a worker to act as his assistant. The assistant will aid the director in carrying out all the details of his office as may be requested by the director, and will act in the place of the director in all matters when for any reason the director is unable to act. Particularly the necessary detail work of keeping records, handling reports and making up the class weekly report, etc., should be assigned to the assistant director. The assistant should endeavor to relieve the director of all the detail work possible, so that the director may have more time for the direct supervision of the witness in progress and for planning the witness in prospect.

The director is to do everything possible, not only to see that the work is properly mapped out, but also to encourage and stimulate the workers by concerning himself with their problems and offering sympathetic suggestions that will help them to meet the conditions in the field.

STOCKKEEPER

The stockkeeper will have charge of all the supplies of literature furnished by the Society for the witness work. It is the duty of the stockkeeper to keep full and accurate account of the stock committed to his care. All supplies for the witness work will be obtained from the stockkeeper. The best course to follow is for the workers to pay cash for all books obtained from the stockkeeper. Credit may be extended to such workers as cannot advance the money for the books, with the understanding that it is the duty of the service treasurer to collect from them the price of the books as they are placed, and, in case the worker is inactive, to notify the stockkeeper, who will request the return of the books that have not been placed. The stockkeeper should turn over to the service treasurer all the money received for books.

The stockkeeper will make out orders for literature as may be required, using the regular *class order blank* provided especially for this purpose, and hand the order to the director for his approval. The director will send in the order to the Society. Always try to place orders for at least one hundred pounds.

LITERATURE IS NOT TO BE STAMPED

Books and booklets are *not* to be stamped with the name and address of the ecclesia, nor with any other information. Neither should any circular or card be inserted unless such insertion has been approved by the Society.

SERVICE TREASURER

The service treasurer will have charge of all money received from the distribution of the literature shipped to the ecclesia by the Society. The service committee will make up the account once a month and each month the service treasurer, as the representative of the ecclesia, will pay for all literature placed during the month, turning the money order over to the director to forward to the Society.

WORKERS

The workers are those consecrated ones who take an active part in the witness service, and upon them depends to a very large extent the measure of success of the plans of action. The service meetings are intended to bring the workers in close touch with the plans of action, so that a united front may be presented to the enemy. The workers can greatly assist the service committee by sincerely endeavoring to carry out the instructions issued to the committee by the Society.

COST OF LITERATURE TO THE WORKERS

Each worker who engages in the field service an average of three hours a week, and so reports to the service director, will be granted class rates on the books. Workers who do not average three hours a week will pay the regular retail rate for the books.

OTHER POINTS

Workers only should have a vote in the plans of action to be undertaken by them. It depends upon them to carry out the plans, and therefore they should determine what course of action is to be adopted.

All who vote on service matters indicate by so doing that they intend to participate in the witness work, and the director is therefore justified in assigning all such a portion of territory and to expect reports of activities from them.

In the event that the director should be unable, neglect, fail or refuse to carry out the instructions of the Society, the workers should bring the matter to the attention of the ecclesia and to the Society as soon as possible. It is hoped that this action will not be necessary, but the witness work in any ecclesia should not be hindered by inattention of the director.

Neither the service committee nor any member of it is authorized to involve the ecclesia in any financial obligation without first getting the consent of the ecclesia.

Literature is to be placed at the price fixed by the Society, and workers should offer literature at that price, known as the retail price.

The Sharpshooter Service

Isolated brethren residing outside the confines of organized service class territory, and also brethren in classes too small to maintain a service organization who are similarly located, can engage in the witness work under the direct supervision of the Society by availing themselves of the Society's regular sharpshooter arrangement.

This arrangement provides that an individual, either a brother or a sister, should be able to engage in the house-to-house witness work on an average of at least two hours a week, in order to be eligible to serve as a sharpshooter; in a small class where no one individual can maintain the two-hour average but the whole class can do so, then one member thereof can on that basis be eligible to act as a sharpshooter.

Appropriate territory is assigned to the sharpshooter. Bulletins and other service mail, as forwarded to the organized classes, are sent to the sharpshooter. An account is opened in the name of the sharpshooter, on which may be ordered, on credit at class rates, such literature as may be required to carry on the witness work effectively. Like an organized class, the sharpshooter is to remit once each month (or, at the very least, once within four months) for the value of the literature obtained on credit and placed during that month. Also each month, the sharpshooter is required to submit a report of his field activities (including with his report the activities of any who may be working in conjunction with him), on the regular monthly report card especially provided for this purpose.

WATCH TOWER BULLETIN

November, Nineteen Thirty

1930 A YEAR OF HONORING GOD'S NAME

Class Report Shows 2,173,271 Distribution

Foreign-speaking Brethren and Sharpshooters Do Splendidly

Literature Placed in Over 1,000,000 Homes by Workers

Average Hours per Week, 4.3

As we come to consider the past year's activity of the English and foreign-speaking classes and sharpshooters it is with thanksgiving to the Lord for the marvelous way in which he used his people to magnify his name throughout the earth.

The fiscal year just closing was one of continual depression, from a business standpoint. Abnormal weather conditions, resulting in crop failures in large areas of this country, and the oppression of the people by the prominent ones in Satan's organization were such as to make the giving of an effective witness to the Lord's glory impossible if we viewed it from a worldly standpoint. Yet despite all of these, which indicate the best efforts on the part of Satan to stop the work, the Lord used his people to give the most tremendous and widespread witness ever given on the earth.

As we make an analysis of the activities of the different parts of the Lord's organization we note that no one branch stands out prominently, but that each one, whether in large classes or of isolated sharpshooters or those who speak a foreign tongue, got practically the same results for the time one spent in the service. This is positive proof that this work that we are doing is not of human origin

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His Servant Gave a Real Witness

Blessings Untold Are Those of the Anointed

The fiscal year of 1930 came to a close October 1. The report for the year's activities is most encouraging, as it reveals that those really in the truth in the United States have been making the kingdom interests the biggest thing in life and have been putting forth a determined effort to show forth the praises of Jehovah. That which is most gratifying to us is the way the friends have responded to the doing of the work which the Lord has commissioned them to do as his witnesses. As strenuous as the campaign was for the year 1929, during 1930 more workers were regularly in the field and gave more hours to the work. Instead of the 1,480 pioneer and auxiliary colporteurs and 3,900 class workers which were in the field weekly during 1929, the past year saw 1,751 colporteurs and 4,375 class workers. And how these friends did work! Almost half a million more hours, 445,893 to be exact, were given in singing forth the praises of Jehovah, or a total of 2,379,597 hours, as compared with 1,933,704 hours in 1929. That in itself is evidence of how the real kingdom interests are being taken away from those who have hid their one talent in the earth and given to the ten-talent class, for those who have a real vision of God's purpose are diligently seeking to increase their kingdom privileges.

And now, what about the total books and booklets placed? While the quota was not reached, on account of the unforeseen financial distress, which kept many from obtaining the literature, more clothbound books and 10¢ booklets were placed during the past year than in any other year in the history of the church. The final totals showed 2,057,282 books, as compared with 1,915,003 during 1929; or an increase of 142,279. The 10¢ booklets placed numbered 2,620,124, as compared with 1,877,891 during 1929; or an increase of 742,233. Of course there was a big decrease in the number of 5¢ booklets placed, on account of there being no special effort made with these, and therefore the total literature placed during the year was less than that during 1929. Only 504,924 5¢ booklets were placed, as compared with the 2,050,998 during 1929. This was expected, but it seems to us really remarkable that with 1,546,074 more 5¢ booklets placed in 1929 than in 1930 this large lead should be so far overcome that the total literature distributed numbers 5,182,330, or only 661,562 less than during 1929. Since 5¢ booklets were excluded in figuring the quota for 1929, but were included in that for 1930, the results on the quota basis show a total increase for 1930 of 142,279 books and 1,247,157 booklets.

This tremendous witness was left in 2,292,443 homes; which means that practically 10,000,000 people will be in direct contact with the literature which has been left in their homes during the past year. One might say "ten million" without really appreciating what a city this makes, but when it is considered that this represents almost one-twelfth of the people in the entire United States, or more than the entire population in the states of Arkansas, Oklahoma and Texas combined, one can better appreciate just what it means. Many more have received the witness over the radio. Surely there is great cause for rejoicing on the part of those who love the Lord to see how wonderfully he is having the witness given that he is Jehovah.

Auxiliaries Have a Remarkable Year

Peak Enrollment, 933

535,369 Books and Booklets Placed in 294,283 Hours

In the year 1921-1922 the auxiliary colporteur work was organized, during which period there was an average of 194 auxiliary colporteurs enrolled throughout the year. The next year saw the enrollment list increased to an average of 312. But it was not until 1928-1929 that the real privilege of being a colporteur was recognized by the friends in general. During that year the enrollment list took a decided jump to 635. We thought that that was splendid, but during the year which has just drawn to a close there has been another substantial gain, the average enrollment being 750, with a peak enrollment of 933 reached on July 10.

The faithfulness with which the auxiliary colporteurs are endeavoring to carry out their divine commission may be judged by the fact that out of this number there has been an average of 545 who have reported regularly each week, as compared with 408 during the previous year. These put in an average of 10.4 hours weekly, as compared with the 8.45 during 1929, or practically 2 hours more weekly. This may be accounted for by the fact that Sundays' time has been included during 1930, whereas previously the method of reckoning excluded Sundays. By putting forth this effort the auxiliary colporteurs were able to give a total of 294,283 hours in the witness work, as compared with 179,496 during 1929. Isn't that splendid? We especially

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Pioneers Had a Grand Time Last Year

Increased Their Weekly Hours to 23.44

938 Weekly Workers Placed 2,473,690 Pieces

They Have Reason to Rejoice

The pioneer colporteurs' report for 1930 is chock-full of encouragement for those who have been giving their full time and strength in the most glorious work there is because their chief desire is to make known the kingdom message. This little band increased its numbers from an average of 834 working weekly during 1929 to 938 working weekly during 1930. The peak was reached on September 17, when there were 1,320 who had their names on the pioneer list. The time these 938 put in the work each week averaged 23.44 hours, instead of only 20.98 during 1929, showing that the pioneers are more and more appreciating the necessity of being on the job regularly in order to be able to keep in the full-time service of Jehovah. As to be expected, therefore, there was a marked increase in the number of hours devoted to the witness work, totaling 1,143,460 hours, instead of 910,356 hours of the previous year. This time was given to carrying the kingdom gospel into many sections of the country where some may be hungering and thirsting for the message. The thickly populated areas as well as homes in the most remote rural sections were served with the fruit of the kingdom by this little band of faithful servants of the Lord who have thought more about singing forth his praises than they have about the comforts and luxuries of life. They have willingly and joyfully pressed onward in spite of almost everything imaginable to discourage and dishearten them from maintaining their integrity.

The Lord has richly blessed their efforts to leave the kingdom message in printed form in the hands of the people, also; for in spite of all the trouble which Satan has heaped upon the people in his efforts to turn them against God, they placed 1,194,356 bound books, and 1,130,372 10¢ and 148,962 5¢ booklets. Even with the special effort which was given with the 5¢ booklet during 1929, the pioneers actually placed more pieces of literature during the year just past than in the one previous. The grand total numbered 2,473,690, as compared with 2,433,616 in 1929. Surely this is a cause for rejoicing, because

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TESTIMONY WEEK! READ AND REJOICE

750,000 Testimonies Week the Best Ever

Results Surpass Everything Previously Done by Classes

This Gospel of the Kingdom Must Be Preached and Is Being Preached 391,433 Testimonies Given by 9,015 Workers

We have the report from the classes and sharpshooters for the 750,000 Testimonies Week, and it, like the yearly report, indicates the Lord's blessing on his people. As far as the amount of literature is concerned, this week exceeded September 1929, when business conditions were good and people generally were pretty prosperous and it was not so difficult to place the books. It exceeded even the 150,000-Hour Week of last July, which had one more day than the 750,000 Testimonies Week.

The total literature placed by all classes and sharpshooters was 40,231 bound books and 139,235 booklets, making a total of 179,466 pieces of literature. During 150,000-Hour Week we placed only 174,450 pieces, and during IBSA Week in September 1929 we placed only 166,926 pieces. There were 9,015 workers who participated in the drive, averaging 9.1 hours. The workers out during the 150,000-Hour Week put in one-half hour more per worker. However, they had an additional day in which to do this. Consequently, instead of its reflecting unfavorably toward the present drive, it reflects favorably; for the workers during the 9-day period of the 750,000 Testimonies Week put in 81,974 hours, whereas, in July, for 10 days the workers put in only 83,277 hours. This indicates that as time goes on the Lord's people are appreciating more the necessity for using all their faculties to magnify the name of Jehovah. The Lord blessed the efforts of his people this fall most remarkably: in the July drive the workers were able to place literature in an average of one home every hour and a half, while in this fall drive they placed literature in a little better than one home an hour. The total testimonies given by the classes and sharpshooters were 391,433. In other words, during this drive almost 400,000 people received definite testimonies pertaining to the Lord's kingdom. This averaged 4.8 testimonies an hour. Of course, this work was done in urban territory and we cannot expect to maintain the same average throughout the year, because considerable work will have to be done in rural territory and when rurals are worked the average of 4.8 testimonies an hour will not be maintained. However, we believe that 4 testimonies an hour can be maintained, for the additional number of homes that can be called on in city territory will make up for the time that will be lost in reaching the homes in the rural districts.

The *Light* combinations went splendidly, considering the hard times and the tightness of money throughout the country. There were 14,684 two-book combinations placed, and practically all of these were the *Light* books 1 and 2. There were 30,844 *Light* books placed all together. However, some of the friends seemed to get the idea that the only booklet they were to take during this drive was the *Prohibition* booklet. Consequently, when the people did not accept the 95¢ combination of *Light* they dropped down to the *Prohibition* booklet for 10¢, and in many instances placed only a 10¢ booklet when they should have placed 4 for 25¢ or 9 for 50¢. This resulted in a big increase in the single-booklet placements, when we might have had quite a number of booklet combinations instead. It should be kept in mind in the future that our booklet combinations are much more attractive and will be taken much more readily by the people than one booklet for 10¢. Two for 15¢ or 4 for 25¢ or 9 for 50¢ are much more attractive. Therefore the friends should get the habit of presenting them in combinations rather than singly. However, this is not intended to discourage anyone, but only to call attention to the possibility that we overlooked during this period; and knowing that each one wants to give the most effective witness possible, we are making the above recommendation.

Of the above group figures, the English classes distributed 31,714 bound books and 106,071 booklets, or a total of 137,785 pieces. There were 6,627 English workers in the field, putting in 60,719 hours, or an average of 9.2 hours per worker. These workers placed literature in 71,720 homes, averaging about 1.2 placements an hour; and they gave 289,859 testimonies, or 4.8 testimonies every hour, and averaged one placement to every 4 testimonies. In other words, they placed the kingdom message in its printed form in one out of every four homes at which they were able to give a testimony.

The foreign classes placed 5,509 bound books and 26,959 booklets, making a total of 32,468 pieces. There were 2,143 workers participating, working 16,310 hours and averaging 7.6 hours per worker. These placed literature in 16,465 different homes, or a little better than one home an hour. In order to place this amount of literature they gave 82,387 testimonies, which averages 5.1 testimonies an hour. The foreign-speaking friends did better than the English-speaking friends as far as the number of testimonies per hour is concerned, but did not do so well from the standpoint of the number of testimonies required to place literature. The foreign friends were able to place literature in 1 out of every 5 homes where they testified, while the English friends were able to place literature in 1 out of every 4. However, this should be no cause for discouragement. The foreign-speaking friends are handicapped in many respects, in that they have difficulty in locating the people who speak their language and the amount of literature in many of the foreign languages is limited to a few books and booklets. In fact, taking all things into consideration, the foreign-speaking friends have much for which to be grateful to the Lord, because of the manner in which he used them to magnify his name in this drive.

The sharpshooters placed 3,008

(Continued on page 4, column 1)

661,781 Testimonies Given in 9 Days in U.S.

"Light" Goes Very Well

329,417 Books and Booklets Placed

You have been looking forward to the announcement of the results of 750,000 Testimonies Week, even as we have been keenly interested in tabulation of the final results. Due to the preparing of the annual report, this *Bulletin* has been somewhat delayed, so that we could give you the full information. And here it is: READ IT AND REJOICE.

Since it was the first time to try counting testimonies, it was an uncertainty just how many colporteurs and class workers would be able to average an hour. Thus the quota of 750,000 testimonies was not reached, although 661,781 were given. Some of the classes and colporteurs overlooked reporting them, and some did not report them correctly, all of which is rather to be expected for the first time a new idea is tried. It would be well, therefore, for everyone to read carefully the article in this *Bulletin* telling just what a testimony is. Taking all in all, these oversights were only minor and cannot be considered as seriously detracting from the glorious success of this week.

Do you remember how hard we worked last May to place 300,000 pieces of literature, and then came short? Well, this time we went out and worked hard with the sole idea of giving the witness to the honor of Jehovah's name to as many people as possible, leaving the results with the Lord; and what happened? Out of the 661,781 testimonies given, 160,222 persons took some of the literature. This means that one out of every 4.13 persons to whom the witness was given took something and now have the witness in their homes in a permanent form. Not only did the Lord bless his people with this privilege, but the final results show a total of 329,417 pieces of literature placed. The only week ever to surpass this one was 150,000-Hour Week, with its 10 days and a holiday, as compared with this 9-day week without a holiday. Now doesn't that give you something to rejoice over? Doesn't that make you feel like thanking the Lord for the privilege of representing him and his kingdom at this time of dire distress and need among the people? The total literature distributed during 150,000-Hour Week was 335,493, and for September 1929 IBSA Week was 251,670. While there were 13,042 hours less time put in the service during Testimonies Week than during 150,000-Hour Week, there were only 6,076 less pieces of literature placed and, surprising as it may seem, 19,692 more persons who took some of the literature. Thus it seems that the Lord's blessings have been upon the efforts of his people to testify to his glory and to leave a substantial witness in the hands of the people.

Class workers and colporteurs all tried hard to make their 5 testimonies per hour, and came very close to it. As shown by the table, the classes and auxiliaries averaged 4.8, while the pioneers, many of whom had to work in scattered territory, averaged 4.45. *Light*, Books 1 and 2, saw a large distribution, as the friends joyfully entered into the work of bringing them to the attention of the people. Of the total 86,437 books distributed, 58,181 were Books 1 and 2 of *Light*. This

(Continued in preceding column)

"10,000,000 Testimonies" Quota for 1931

Report Testimonies Each Week

Details of Quota in December Bulletin

Looking for the Lord's guidance in our future activities, and seeing that he has so richly blessed the efforts put forth during Testimonies Week, it seems that it would be pleasing to him to make this year's quota on the testimonies basis rather than on books and booklets alone. It has been decided, therefore, to do this, setting as the quota 10,000,000 testimonies for the year which began October 1. From now on a careful record should be kept by all the workers of every testimony given, and every testimony given, as well as books and booklets placed, should be reported; for 10,000,000 is a big number. We will tell you more about this quota and the plans for the year in the next *Bulletin*.

Since the quota is based on testimonies, it is essential that all the class workers, sharpshooters, colporteurs and class service committees have a clear understanding as to just what constitutes a testimony. Judging by some of the reports for 750,000 Testimonies Week, some are still confused on the matter.

The special work which the anointed have been commissioned to do is to preach the Kingdom gospel as a witness. Therefore, *each call where one is permitted to proceed far enough with his canvass to say something about the kingdom* should be counted as one testimony, regardless of the number who listen to it. To do this it is not necessary to give a long-winded discourse, but one should be able to get to this point within a few minutes. More time may be needed, of course, to develop the interest sufficiently for placing the books. This is the purpose of the full canvass. But if the call is interrupted and the interview closed before mention of the kingdom has been made, it should not be counted as a testimony. The only exception to this general rule would be in the case where a person takes the literature before the worker reached this point. In such a case the leaving of the books or booklets with the party would be considered as completing the testimony.

Remember, then, a testimony is counted each time the worker says something about the kingdom. If two or more persons happen to listen to the one presentation, it would be counted as one testimony only. Even if these two or more persons take books or one takes several sets to be used as presents for others, it would be considered as only one testimony given.

Testimonies should be reported on the weekly report cards in the upper right-hand corner. For the colporteurs and sharpshooters there is ample space there on their cards. On the class cards report should be made in this corner between the "Language" line and the "Brothers.....Sisters....." line.

(Continued from column 4)

is truly remarkable, and demonstrates how anxious those who love the Lord are to carry on the Lord's work in his way. What a happy time everybody had!

Watchtower Radio Program to Be Extended

Brother Rutherford's Lectures to Be Heard Each Week

Over 100 Stations Already Arranged For

New Radio Slips Ready November 17 Advertising Programs

For many years much publicity has been given to Brother Rutherford's lectures, both in large public meetings and over the air. Millions have listened in to the big chain network of radio stations and to the weekly broadcasts of *The Watch Tower's* Sunday morning hour. People have packed theaters, auditoriums and coliseums, and frequently made necessary the placing of amplifiers on the streets so that all the crowd unable to get in might hear also. Thus Brother Rutherford has become internationally known and many people are interested in hearing what he has to say. This being true, the Society has decided to take advantage of the public interest created by this large amount of advertising. To further the witness about God's kingdom its radio service, featuring a Bible lecture by Brother Rutherford once every week, will be extended to cover the entire United States.

In the past there have been thirty or more stations broadcasting his lectures, but now arrangements are made for broadcasting his talks over more than a hundred stations each week. This new arrangement will have two great advantages. First, the message of the truth will be broadcast to a far greater audience and more people will listen in; second, those that hear will be in a receptive mood to receive the canvasser, or the Lord's witness, when he or she calls at the door. Many people on earth today are seeking the truth, and when they hear it they will recognize it as the truth from the Lord. This will give the remnant a better opportunity to leave the books with them.

About a month ago a letter was sent to most of the classes, especially those that had a radio station in their own city, and these were asked to make an investigation in regard to broadcasting a fifteen-minute program every Sunday morning from 10:00 to 10:15 o'clock. Each program is to be an electrical transcription of Brother Rutherford's lecture. The fifteen-minute period will embrace an announcement introducing the speaker and will be followed by a thirteen-and-one-half-minute lecture, which in every instance will be given by Brother Rutherford. These lectures are clear, concise, and to the point, and will bring to the listeners the facts and the truth on the particular subject being discussed.

We have not had a response from all of the classes respecting this letter, and we should appreciate hearing from all of them, whether or not they can obtain a station for this broadcast. The arrangements made up to the present time are very wonderful, and the United States is covered from coast to coast. In the East, from 10:00 to 10:15 Eastern Standard Time there will be over forty stations on the air. The first lecture will be broadcast on December 7. Those who listen in in the Central states will have over thirty-five stations from which to choose. There will be over twenty stations in the Mountain and Pacific Time region sending forth the truth, beginning December 7.

This new arrangement for broadcasting the truth and preparing the field for the house-to-house witness work has caused great enthusiasm amongst the friends. They are anxious to advertise this new radio feature of *The Watch Tower*, and the Society is arranging a special radio slip or folder, to be ready by the 17th of November. We hope that all the friends throughout the country will use these radio slips to advertise this WATCHTOWER program. The slip will carry a list of all the stations broadcasting the program, and will be offered to the friends at $1.00 a thousand. As we can print these on our large presses in quantities of one million at a time, it will be possible for us to supply the friends with them at this low price, even though they are going to be considerably larger than the ones used heretofore. No special slips will be printed by the Society for certain local sections. Our purpose is to advertise the WATCHTOWER program, and not any individual stations. The pioneer colporteurs also can use these slips in their territory, and we are granting them a special rate, in accordance with our regular policy of bearing part of the pioneers' burden. The Society is glad to do this so that the pioneer colporteurs also may have the use of them. Please order these slips when you order your books, so that we can ship them by freight.

The radio will be a means for breaking down the prejudice aroused by Satan's lies and misrepresentations. It will be used to let the people know that Jehovah is God and that he has a class of people who are faithfully serving him by carrying the Kingdom message to the people.

We feel sure that with this splendid arrangement for a wider use of the radio the field will yield greater results in response to the efforts of the workers and a greater witness will be given. The coming year, with the Lord's blessing, the new books *Light*, in fact all the literature that the Lord has prepared for his remnant to use in advertising the King and the kingdom, we feel sure will be a most blessed year. We think of the words of the psalmist: "This is the day which the Lord hath made; we will rejoice and be glad in it. Save now, I beseech thee, O Lord: O Lord, I beseech thee, send now prosperity." —Ps. 118:24, 25.

Colporteurs Again Do Big Things

Testimony Week Filled Them with Enthusiasm

Pioneer and Auxiliary Report Most Interesting

Once more the colporteurs, pioneer and auxiliary, joyfully grasped the opportunity of demonstrating to the Lord that they have taken a positive stand on his side and desire to be right in the thick of every fight in which his name is involved. Although Satan's agents threatened a big counter attack during 750,000 Testimonies Week, we have heard of no workers encountering any of the representatives of the International Council of Churches out distributing their literature as they planned to do in their "religious educational" week. The Lord said that his people would be willing in the day of his power; but apparently the Devil is not finding his people quite so willing.

The colporteurs seized upon the "testimonies" idea with enthusiasm. Many of the pioneers did not have so much urban territory in which to work, so found it difficult to maintain the average of 5 testimonies an hour. They did very well, however, averaging 4.45. The auxiliaries averaged 4.8, which was possible for them on account of the large number of them who were located in urban territory, where they could make more calls. In all, 270,348 testimonies were given by the colporteurs, of which number the pioneers gave 191,026 and the auxiliaries 79,322. It is very gratifying to report that 1,124 pioneers participated in this special work, and 775 auxiliaries. While this means that the number of pioneers was 22 less than during 150,000-Hour Week, there were 25 more auxiliaries. The week being only 9 days instead of 10, the pioneers averaged only 38.17 hours each, as compared with 45.86 during 150,000-Hour Week. Thus the total number of hours in the work dropped from 52,559 to 42,904. However, comparing Testimonies Week with IBSA Week of last year, which was also a 9-day period, reveals that the pioneers showed a big improvement. At that time the 997 reporting averaged only 37.86 hours, which resulted in a total of 37,756 hours for the week. The auxiliaries put in 16,530 hours during Testimonies Week, or an average of 21.33. This is better than the quota which was set for 150,000-Hour Week, but is less than the 18,614 hours reported at that time. When the results are compared with IBSA Week of September 1929, at which time 456 auxiliaries averaged only 20.44 hours, making a total of 9,322, you can better appreciate the zeal and enthusiasm of the auxiliaries' response. This spirit is a real inspiration to us.

And now for the results in books placed. During September we had received so many letters telling us of the difficulties in placing books, because of the hard times, that we were really amazed when we saw that in spite of these conditions both the pioneers and the auxiliaries placed more literature in the hands of the people than during the fall IBSA Week of 1929. Think of it, 149,951 pieces of literature for Testimonies Week, as compared with 103,165 for September 1929 IBSA Week! Of this number the pioneers placed 36,120 books and 76,078 booklets. The auxiliaries distributed 10,086 books and 27,667 booklets. There was a substantial gain in the number of placements also, increasing from a total of 43,322, during IBSA Week of September 1929, to 67,373. This represents an increase in the number of placements per hour for the pioneers from .91 to 1.13; and for the auxiliaries, from .96 to 1.15. These placements averaged more booklets and fewer books than heretofore. In 1929 the average number of books per hour for the pioneers was 1.27, and of booklets, .96; whereas this year the averages were, books .84, and booklets 1.77. The auxiliaries averaged during IBSA Week 1929, books 1.02, booklets .95; whereas during Testimonies Week they averaged, books .61, booklets 1.67. The really encouraging feature of this report is the substantial gain made in these averages over placements made during the past few months. Considering that during the month of September the averages per hour for the pioneers were, placements .76, books .85, and booklets 1.26, this increase in hourly results is a real encouragement. The auxiliaries averaged at that time, placements .74, books .51, and booklets 1.29.

The introduction of *Light* to the public was an inspiration. The pioneers placed a total of 10,048 Book One and 9,841 Book Two. The auxiliaries placed 3,761 Book One and 3,687 Book Two. It should be remembered that *Light* should be placed singly only when an order is given to bring the second book at some later date. It is unfair to the people to leave them with an incomplete article, as is the case if they do not have the two books.

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these totals indicate the extent of the witness which has been given. Colporteurs placed these books during the past year in every state in the Union, in Alaska, Cuba, Canal Zone, Costa Rica, Dutch Guiana, Haiti, Panama and Honduras. The work they have done has been amongst people of many different nationalities, there being pioneer colporteurs who themselves are of the following: Armenian, Danish, Finnish, French, German, Greek, Hungarian, Italian, Jewish, Lettish, Lithuanian, Norwegian, Polish, Russian, Serbian, Slovenian, Spanish, Swedish, Swiss, Syrian and Ukrainian. While many of these have been working among the English-speaking people, they have also done good work among people of their own nationality in this country. Thus it is seen that the Lord is having this kingdom gospel preached unto all nations as a witness and that the pioneers are determined and anxious to do their part.

Transferring Books Between Classes and Colporteurs

Considerable confusion and duplication of transfers have occurred, due to colporteurs' and classes' not having followed the instructions regarding the making of transfers of books, even after having received permission from this office to do so. We ask all class service committees and colporteurs to read these instructions carefully and follow them in the future, in the hope of eliminating mistakes.

1. Before transferring books affecting the two or more accounts at this office, whether such transfers be between colporteurs or between colporteurs and classes, permission to do so should first be received from this office. The reason for this is that some colporteurs and classes allow their accounts to run close to the credit limit, making an additional charge to their accounts unwise.
2. After having obtained permission to make this transfer, a list of the books which are turned over should be signed by both parties involved, the one receiving the books and the one giving them. This *one* and only one notice should be sent to the Society. When each party separately notifies us of the transfer there is a likelihood of the same transaction's being entered twice. Therefore please remember that in the future, unless the notice to

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Combined Report for 750,000 Testimonies Week

	Workers Reporting	Total Testimonies	Total Hours	Total Placements	Total Books	Total Booklets	Total Literature	Testimonies per Hour	Average Hours per Worker
Classes and Sharpshooters	9,015	391,433	81,974	92,849	40,231	139,235	179,466	4.80	9.1
Auxiliaries	775	79,322	16,530	19,085	10,086	27,667	37,753	4.80	21.33
Pioneers	1,124	191,026	42,904	48,288	36,120	76,078	112,198	4.45	38.17
Total	10,914	661,781	141,408	160,222	86,437	242,980	329,417		

Combined Report for the Year 1929-1930

	Classes and Shooters	Auxiliaries	Pioneers	Total
Harp	93,009	29,688	194,983	317,680
Deliverance	61,546	21,356	165,968	248,870
Creation	74,373	25,263	185,907	285,543
Reconciliation	47,508	17,745	137,847	203,100
Government	54,453	19,809	148,766	223,028
Life	88,415	28,316	162,665	279,396
Prophecy	80,466	25,450	117,847	223,763
Studies (sets)	18,553	2,704	6,314	27,571
Misc. Books	38,571	8,159	36,175	82,905
Total Books	668,212	194,714	1,194,356	2,057,282
10¢ Booklets	1,197,384	292,368	1,130,372	2,620,124
5¢ Booklets	307,675	48,287	148,962	504,924
Total Literature	2,173,271	535,369	2,473,690	5,182,330
Total Hours	941,854	294,283	1,143,460	2,379,597
Average reporting at least once a month	786	672	1,079	
Average Workers Weekly	4,375	544.7	938.11	
Average Hours per Worker Weekly	4.1	10.4	23.44	

Comparative Results on Quota Basis

(Comparing fiscal years 1930 and 1929)

	Books		Booklets		Increase	
	1930	*1929*	*1930*	*1929*	*Books*	*Booklets*
Classes and Sharpshooters	668,212	572,426	1,505,059	864,562	95,786	640,497
Auxiliary Colporteurs	194,714	158,099	340,655	157,713	36,615	182,942
Pioneers	1,194,356	1,184,478	1,279,334	855,616	9,878	423,718
Total	2,057,282	1,915,003	3,125,048	1,877,891	142,279	1,247,157
Quotas set	2,750,000	2,350,000	2,750,000	3,000,000		

(2,050,998 5¢ booklets are not included in the above figures for 1929, as these were not included in the quota for that year. They are included in 1930 figures.)

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bound books and 6,205 booklets, or a total of 9,213 pieces. There were 245 sharpshooters who reported. However, in some cases there were 2 and as high as 4 working with some of the sharpshooters, so that probably the total sharpshooters out for the drive would be about 500. These 500 sharpshooters worked 4,945 hours, or almost 10 hours per worker. This is exceptionally good. They placed literature in 4,664 homes. This is slightly less than one home an hour, but so close that it averages almost that. They gave 19,187 testimonies, or an average of about 4 testimonies an hour, and placed literature on an average of 1 out of 4 testimonies, maintaining the same general average that the classes did. We think that this is remarkable, because the sharpshooters are situated in isolated sections of the country, many of them all alone and no one to associate or fellowship with, either in study meetings or in field activity; but even situated in this way, the Lord is pleased to bless and strengthen those who are willing to be used by him to his glory.

Every drive seems to indicate closer cooperation between the different branches of the Lord's organization, so that practically to a man the entire organization goes forward at the command of the Lord. This is as it should be. Where the spirit of the Lord is, there is unity, peace and cooperation. It gives us much joy to be able to report such a splendid witness in vindication of the Lord's name and of the establishment of his kingdom at this time.

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or man's wisdom, but is the spirit of the Lord working through those of his people who are really devoted to him. Following is a list of the activities of the classes and sharpshooters for the year.

	Average Weekly Workers	Hours per Worker	Bound Books	Booklets	Total
English-speaking classes	3,007	4.3	496,150	1,037,346	1,533,496
Foreign-speaking classes	1,202	3.6	138,189	410,695	548,884
Sharpshooters	104	4	33,873	57,018	90,891

The placements per hour for the above are 1.2. In other words, the average for all classes throughout the United States was 1.2 placements an hour, or literature placed in a little better than one home an hour. The English and foreign friends averaged the same in this respect, showing that the foreign-speaking friends are able to place literature just as effectively as the English-speaking. This should be encouraging to all concerned, because it emphasizes the big fact that this work we are doing is the Lord's work and that weather conditions, business depression or anything else that the Devil may strive to do, shall in no wise hinder it. The above total represents 2,173,271 pieces of literature placed in 1,105,739 homes in the United States. There are about twenty-four million families in this country. Between eight million and nine million of these are assigned to the different classes, the colporteurs handling the other fifteen million or more. Placing literature in 1,105,000 homes throughout the past year represents about one-ninth of the families assigned to the classes who received the message in its permanent form, represented in the books. For every placement made, four homes received a definite canvass, according to the figures that we were able to get from the 750,000 Testimonies Week. One out of every four testimonies represents a placement. Using that as a basis, then, it would mean that practically four and a half million people received a definite witness from the classes and sharpshooters during the past year. However, only 25 percent of those who were definitely witnessed to took the books. Undoubtedly during the next year a good percentage of those people will recognize the testimony they received was true and depicted the actual conditions that exist in the world today and these will be glad to avail themselves of the privilege of getting some of the literature the next time you go over the territory. The time is here when the words of God's prophet are finding a partial fulfilment at least, where he says regarding God's servant that the "priest's lips should keep knowledge, and they should seek the law at his mouth; for he is the messenger of the Lord of hosts". The work the anointed are doing now is not simply giving a witness for today and then going away and never expecting to see the people again, but rather, definitely arranging and planning to visit every home in the territory two or three times a year with the kingdom message. Letters are daily coming to the office telling us of people who have been waiting for the friends to bring them this kingdom message. They are seeking the truth at the mouth of God's messenger.

The chain network did much to awaken an interest in the minds of the people and prepare them to receive the kingdom message. The newly inaugurated electrical transcription service, which widens the scope of Brother Rutherford's lectures to many times the number of radio stations that were included in the chain hookup, will undoubtedly do much more in preparing the field for the workers. Therefore, each one should get a proper perspective and stimulus from the manner in which the Lord used his people during the past year and determine by his grace to use their every faculty in giving the testimony for the coming year. The responsibility for the amount of literature placed cannot be properly placed upon the individual worker, because so many conditions are involved. However, the giving of the testimony is something that the Lord definitely commits to his people. A "testimony" literally means to give witness or testimony regarding a point at issue. The great point to be determined now is whether the word and name of Jehovah God is to be vindicated, and testimony given that he is worthy of the respect and allegiance of his creatures. This testimony must be borne to the people that they may determine on what side of this issue they are going to take their stand.

If all the workers maintain the same degree of activity that they did during the past year, averaging 4.3 hours per worker, that would mean 225 hours for each individual for the entire year. If the class workers average 4 testimonies an hour, that would represent 900 testimonies for each one during the coming year. Surely this cannot be termed anything but a reasonable service and is the least that any of the Lord's people who are physically able to participate in the service work should render unto him.

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appreciate what this amount of time represents; for many of the auxiliary colporteurs are housewives with families to take care of, men in business who snatch an hour here and an hour there in their effort to put in the twelve hours weekly along with their efforts to provide the things needful for their dependents, elderly people who, in spite of their infirmities, are determined to use every ounce of their fast-fading strength to the honor of Jehovah's name, yes, and even some young folks who are still in school but who love the Lord and would rather sing forth his praises than be out playing after school.

Like the pioneers, the auxiliaries because of the more determined effort put forth during 1930, were able to place more literature in the hands of the people than ever before. Even though during the year previous several weeks were devoted to circulating the 5¢ booklets exclusively, the total pieces of literature placed in 1930 numbered 535,369, as compared with 487,841 in 1929. Of this number, 194,714 were books, instead of only 158,099, as in 1929. Ten-cent booklets jumped from 157,713 to 292,368, and, of course, the 5¢ booklets decreased, from 172,029 to 48,287. This is truly a remarkable record and means that during a year when worldly organizations have been taking losses the Lord's work has seen another remarkable increase. Surely the Lord's doings are wonderful in our eyes.

It might interest you to know also that in the above totals is included work done by 3 auxiliary colporteurs in Colombia, South America, 4 in Costa Rica, 1 in Dutch Guiana, 1 in Panama, 1 in the Philippines. There has been included also the work done in the United States by 4 Armenian auxiliaries, 3 Austrian, 1 Bulgarian, 2 Danish, 1 Finnish, 4 French, 14 German, 12 Greek, 3 Hollandish, 2 Italian, 1 Jewish, 1 Mexican, 10 Norwegian, 8 Polish, 1 Rumanian, 3 Slovak, 8 Spanish, 4 Swedish and 2 Swiss.

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transfer books is signed by both parties involved in the transaction, the adjustment on the accounts will not be made by us but the list of books transferred will be returned for the signatures of both parties.

3. The list of books and booklets to be transferred should be fully itemized. Do not say merely so many bound books and so many booklets. Give the exact number of each book and booklet.
4. When the adjustment is made on our records an invoice will be sent to the party whose account has been charged and a credit memo will be sent to the other party.

New Books in Stock

Creation, Ukrainian
Crimes and Calamities, Greek
War or Peace? Greek
Crimes and Calamities, Italian
War or Peace? Italian

WATCH TOWER
BULLETIN
December 1, 1930

10,000,000 TESTIMONIES 1931 QUOTA

Expect 6,125 Workers in the Field Weekly

Four Testimonies per Worker Each Hour

Hope to Place 5,590,000 Pieces of Literature

New Prices a Good Thing for 1931 Witness

Last year's report shows a splendid amount of work done in the interest of the Lord's kingdom and for the magnifying of the name and word of Jehovah. We are firmly convinced that the witness work will increase throughout the coming years, even though there are distressing conditions in the world. The results of the past year would make glad the heart of any anointed son of God and should create in such a one an even greater zeal and determination to serve him. The Lord, through his organization, blessed his people throughout the year as they made efforts to honor his name. The plans set forth by the Society last year received the Lord's rich blessing and approval, and this is most manifest in the results of the work accomplished by the workers in the field. Again it is the privilege of the Society to set forth, in this *Bulletin*, the outline of the work that we hope to accomplish to the glory of God during the coming year, 1931.

First of all, we have set our quota for this new year at "ten million testimonies". This sounds like a lot, and it is, but by the Lord's grace this tremendous witness can be given in the United States by those of the remnant in this country. This quota was set on the following basis:

The average number of class workers in the field during the past year was 4,375 reporting weekly. This was an increase of 475 class workers over the previous year, or a 12-percent increase. During the 150,000-Hour Week there were 8,692 class workers who engaged in door-to-door witnessing for that week alone. This number of workers also included the various foreign-speaking brethren, who, during the past year, have taken a very active part in the field work, and who also have been greatly blessed by the Lord. We believe that during the coming year many more of these foreign-speaking brethren will see their opportunity of service more clearly, as will also many of the English-speaking brethren who in the past have participated in special service weeks only. This being true, and we feel sure it will be, because of the increasing light, we estimate that we would have at least an 8-percent increase for 1931. This would bring the class workers up to an average of 4,725 reporting regularly, each week. However, from the ranks of these class workers we hope that during the year we shall have on our list 81 new auxiliary colporteurs and also 75 new pioneer colporteurs. These, of course, we would have to deduct from the number of class workers. This would leave 4,567 class workers who we anticipate will be actively engaging in the Lord's service each week. We have therefore set the quota of class workers at 4,500 reporting to the class directors each week. We can do it. Look at October's figures and keep up the good work.

AUXILIARY COLPORTEUR WORKERS

During 1930 an average of 544 auxiliary colporteurs reported weekly. This is an increase of 33 percent over 1929. That *is* an increase. If we have but half of this increase during the coming year, or 15 percent, we may expect to have 81 additional auxiliary colporteurs reporting each week during 1931. This would make a total of 625 auxiliaries reporting weekly. During the winter months some of the auxiliary colporteurs drop off, but we hope that this will not take place during this coming year, because in the cities many of the apartments and homes with vestibules can be worked during these months. Why not try them this winter? We are setting the quota of auxiliary colporteurs at 625 reporting each week, and we hope that sometime during the year there will be a peak of a thousand auxiliary workers actively engaged in the field service. Do you think we can make it by the middle of the summer in 1931?

Why not write to the Society and investigate the splendid arrangement which the Lord has made to enable you to spend twelve hours in the witness work each week, and be one of the thousand?

PIONEER COLPORTEURS

Every week during the past year an average of 938 pioneer colporteurs have been reporting to this office. This is an increase of 11 percent over the previous year. We hope to have an eight-percent increase in the number of pioneers during the coming year, and this would mean that we would have to have an average of 75 more pioneers reporting each week, which would

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New Prices on Books Effective January 1

Three Books for $1.00, Special Combination

Other Combinations Very Attractive

Haven't the times been hard during this past year? Yet, in spite of all the unemployment and perplexing conditions of this country the Lord's people have gone on as never before, and now, in the midst of all this, the Lord is ready to meet the needs of the people. It has been made possible during the past year, only by the Lord's grace, to bring down slightly the cost of production and distribution of our books, and it would be just like the Lord and his organization to pass this reduction on to the groaning creation of mankind.

On January 1, 1931, the new prices of the Society's literature will go into effect. *The Harp of God*, *Deliverance*, *Creation*, *Reconciliation*, *Government*, *Life* and *Prophecy* can be placed with the people at 35c each, or any three of these books for $1.00. Isn't that a wonderful offer? All seven of them can be offered for $2.20. The *Light* books (One and Two) may be offered to the people for only 75c. These two books with four booklets will make another ideal combination for $1.00. With the depressing conditions and the shortage of money among the poor, the dollar combination will seem reasonable to them, and we urge that during the coming year all the friends stress this combination particularly. If you are in some territory where the people are a little better situated financially, it would be better to offer the nine books for the new price of $2.90, or any six books, including *Light*, for $1.95. We believe that with these new prices going into effect January 1 many more books will be placed in the hands of the people, as well as booklets. The booklets are going over fine at the present time, and will continue to do so, because of the attractive offer of nine booklets for fifty cents or four for a quarter.

We have the greatest message to give to the people, a message of real comfort and cheer to everyone, and at the same time we have the message in a permanent form at a most reasonable price. The Lord is good to his people. With this splendid new arrangement for the coming year it seems quite evident that the number of books and booklets mentioned in our estimate, as given in the "Quota" article of the *Bulletin*, will be reached.

Your Year Book and Calendar

Each of the Anointed Should Have One

President's Report Excellent

These will be ready for you shortly, and we should like to say a few words about them. First of all we will talk about your *Year Book*. This *Year Book* has in it the best report ever made by the president of the Society. It is because the friends are actively engaged in the field service proclaiming the message of the Kingdom that makes this report what it is. So then every one of the Lord's anointed should avail himself of this new *Year Book* for 1931, which contains Brother Rutherford's report and also an explanation of the year text chosen by the Society. There is also a text for each day of the year, together with a brief comment in consideration and explanation of the text. A very interesting and helpful feature of the *Year Book* this year is that at the end of each daily comment reference is made to the *Watch Tower* or book from which the comment is taken. This will give you an opportunity to look up points that may have slipped your mind or to more fully examine some detail of the text. The *Year Book* is offered to all at 50c a copy.

And now for your calendar. The Society is printing a very beautiful calendar for the year, and we know that everyone will like it. It is truly a calendar for the Lord's people because it gives an outline of the big features of the year, giving the most important dates as far as the Lord's people are concerned. You will want this calendar hanging on your wall, where you can refer to it from time to time. These calendars are offered in lots of 50 at 25c apiece, or when bought singly, at 30c. You will need both the *Year Book* and the calendar during this coming year.

Directors, Please Note

This *Bulletin* is being mailed to all *Watch Tower* subscribers. We are sending only a limited supply to the class directors. Each director will please inquire and see that each one in the class has a copy of the *Bulletin*. If in his additional supply he has not enough for all those who do not receive it through the *Watch Tower* list, he should write to the Service Department for as many additional copies as are required.

Biggest Electrically Recorded Program in the World

Over 150 Stations to Begin December 7

By January 4 More Will Be on the Air

Did You Get a Station? If Not, Try Again

Radio Folders Being Shipped

Responses coming in from classes all over the country in regard to the new feature of radio broadcasting are most encouraging. Up to the present there are over 150 stations signed up, and on December 7 these will begin broadcasting the electrically recorded lectures of Brother Rutherford. These lectures are short, only 13½ minutes, but they are full of punch and drive home the point, giving a logical and clear explanation of God's purposes.

Those classes that begin broadcasting these lectures in their localities on December 7 will, we feel sure, have a splendid introduction to their field service work. With the 150 or more stations now prepared to broadcast these lectures the entire population of the United States will have an opportunity to listen in.

Many classes have asked whether they cannot go on the air with these lectures at a later date if they can then make the arrangements. We are glad to say "Yes" in answer to this question. If any classes can make arrangements to go on the air beginning with January 4, please let us know at the very earliest possible date. If you have a radio station in your city and it does not carry the WATCHTOWER programs you might see whether or not it is possible to make arrangements to have these splendid lectures broadcast. Stations that heretofore would not take any of our programs are now doing so. This is the Lord's work and it will prosper. If you want any information in regard to how to go about this matter and you have not received such information from the Society, please write us. The Society has written to many classes explaining this means of getting the truth into the homes of the people, but we have not received a response from all the classes to whom we wrote. We feel sure that after you know that such a tremendous effort has been put forth to make this broadcast a success you will want to try to get the best available stations and put on these WATCHTOWER programs.

New radio folders are ready for shipment. These were held up in order that as many as possible of the stations engaged for the new transcription service might be listed on the folder. The first edition of the folder contains a total of 143 stations carrying the WATCHTOWER programs and the time when they are on the air with this program. Whether or not there is a station in your immediate vicinity on this list, you should use these radio slips in connection with your door-to-door witnessing. The Lord has opened up to us a wonderful field for service in the interest of his Kingdom. We are happy that we were privileged to take advantage of this means of spreading the Kingdom message. Those classes and colporteurs who have placed orders with us for 1500 and under will have their orders filled complete, but all orders over 1500 we have taken the liberty to cut approximately one-third and even less in some cases. This was done that you might not be overstocked with slips showing the old prices of the literature. If your order is filled short, please keep in mind that within a few weeks we will fill the balance of your order with a new slip which will have all of the radio stations listed and also give the new prices on the literature. We believe this will be satisfactory to you.

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bring our weekly average of active pioneer colporteurs up to 1,010. We are setting a quota, therefore, of 1,000 pioneer colporteurs for 1931. This will be the highest average pioneer reporting each week for a year we shall have ever had, if we do it. It is possible. What do you say, you pioneers?

The average number of pioneer colporteurs reporting each week during the last five months has been 1,020. But the winter is coming on, and in the past some felt that they must hibernate. Why cease working? Why not try to stick through the winter? The Lord will bless you. He promises that to everyone who really wants to serve. However, we hope that by the time the fiscal year 1931 ends we shall have on our list many more than a thousand colporteurs, setting as the peak 1,400 pioneers. They are a happy crowd and the Lord blesses them.

Having in mind now the average number of class workers for the year, which is to be 4,500, we expect that they will put in an average of 4.2 hours in the service each week. This is an increase of only 1/10 of an hour, or just six minutes more in the service each week this year than last. But by the end of the year, if this number of class workers diligently engage in the Lord's service and put in the average of 4.2 hours each week, it will amount to **982,800 hours.**

The same is true of the auxiliary colporteurs. If we add just 1/10 of an hour, just six minutes, to what was done last year, which was 10.4 hours, the 625 auxiliary colporteurs reporting each week could make a total of 341,250 hours. If they really put in their twelve hours each, which every one should average weekly, we would go away over that. Let's keep pulling at that 12-hour mark. Many of them make it and do better, and that helps the average.

The same applies also to the pioneer colporteurs, who averaged much better in 1930 than in 1929. They put in 23.44 hours each week. If they add 3½ minutes and bring this up to 23½ hours each week for 1931, one thousand pioneer colporteurs would put in 1,222,000 hours during the year. Adding the totals of the class workers, pioneers and auxiliary colporteurs, we find that the grand total is 2,546,050 hours. This is equivalent to nearly 291 years, three centuries, for one worker. That is a long time. If each worker and colporteur gives 4 testimonies each hour, and 2,546,050 hours are put in during the year, then it will be an easy matter for us to reach our quota, which is 10,000,000 testimonies. Think of it! At the end of 1931 you will have spoken to **1/11 of the population of the United States!**

With these hard times and depressing conditions among the people, there is one thing that the Lord's people can do, and that is, call from door to door and explain to the people the Kingdom and its blessings. The definition of a testimony was given in the last *Bulletin*. We hope that all will have this clearly in mind, so that their reports will be accurate. New workers slips are being prepared by the Society, and these will enable each worker to keep track of his testimonies and the result of each one. During the coming year let every one make an earnest effort to report to the director the number of testimonies, or if you are a colporteur, report them on your weekly report card to this office. If 10,000,000 testimonies are given during the coming year, the books are bound to be placed, because some will be waiting for the truth, being prepared in advance by the wonderful radio arrangement of broadcasting the truth. We feel sure that there will be an increase in the distribution of the literature. In addition to the 10,000,000 testimonies given by the workers, the radio will most likely reach many millions more during the year.

An estimate has also been made of what the Society believes we may expect to place along the line of books and booklets for the year, but we are not setting this as a quota. We believe, however, that you will be interested in knowing our calculations. Of course, the Society must make some plans and arrangements and try to determine in advance the number of books and booklets we hope to place with the people, so that contracts can be made with the paper manufacturers, cloth makers, and other manufacturers, in order to get the lowest possible prices on materials used. This will permit the making of the books at the lowest cost. In considering the distribution of books and booklets you must keep in mind that the Society has made a new arrangement as to the price of the books for the year 1931. Another article in this *Bulletin* goes a little more into detail in regard to this splendid provision which the Lord's organization has made for the benefit of the public. Having these prices in mind, then, we believe that the class workers, 4,500 brethren organized for service in different cities, will place 700,000 clothbound books, as well as 1,600,000 booklets. The auxiliary colporteurs, we believe, will place during the year 1931, 240,000 clothbound books and 350,000 booklets. The pioneers, it is estimated, will place 1,300,000 clothbound books and 1,400,000 booklets. The total number of clothbound books which will probably be placed in the United States during the fiscal year 1931 should be 2,240,000, and booklets 3,350,000, making a grand total of 5,590,000 books and booklets. But then, if we can do better, we will do it, won't we?

The report for the month of October, which is the first month of our fiscal year, is most encouraging. Read that report and you will rejoice to see that the first month of the year is the best one we have ever had. So the prospects are very good.

We have covered almost everything now as to the details of the year's work and what, by the Lord's grace, we hope to do. Let each one of the anointed put his shoulder to the wheel and 'help push the chariot up Zion's hill'. Every additional hour put in the field will assist wonderfully in doing this. From time to time, however, the *Bulletin* will bring to you the different special drive weeks that have been arranged. We do not want to mention here the names or dates of these drive weeks, because we are going to have a very attractive calendar this year, and you will find it all outlined on that calendar. But we will say at this time that the first drive week of the year will be from January 31 up to and including February 8. This week is going to be called "Midwinter Week", and is outlined in detail in this *Bulletin*. Do not forget to put your order in for the new calendar, so that you will be posted regarding these special weeks, which bring such a tremendous amount of joy to you at different times during the year. Our hope is that every one of the Lord's anointed throughout the earth will make every effort during this coming year to honor the name and word of Jehovah as they have never done before; and it should be the earnest desire of every one to press on, fighting for the Lord's kingdom with the whole heart, mind, soul and strength. **Let us keep at it until the end.**

Something About Two Carloads of Freight

Don't Forget Your 100-Pound Order

We still find that quite a few of the class directors and colporteurs who place orders with the Society send in orders for less than a hundred pounds. We are glad to say, however, that within the last six or eight months there has been a great improvement and these cases are becoming fewer. The classes and colporteurs can greatly help the Society in maintaining the new reduced rates which were made, and which go into effect January 1, by placing orders for a hundred pounds of books, or more, each time. Always keep in mind that we can send a hundred pounds of freight to you just as cheaply as we can send fifty, **sixty or seventy pounds, because freight rates are based on a hundred-pound minimum.** Last year alone we could have shipped two carloads of freight absolutely free if all the friends had ordered books and booklets in hundred-pound lots instead of ordering fifty or sixty pounds at a time. In other words, we had to pay freight on two carloads of books which we did not ship. Had all cooperated, this needless expense would have been saved for the Kingdom work. We again ask all the friends to bear in mind when ordering that if possible you order at least 140 clothbound books, which is equal to 100 pounds. The booklets weigh 13 pounds to a hundred booklets. It takes about 750 booklets to make a hundred pounds of freight. We feel sure that during the coming year, with your hearty **cooperation, we shall not lose the charges on two carloads of freight.**

Two Months of Radio Service Will Have Prepared Field

Midwinter Week - January 31 to February 8

$1.00 Combination to Be Stressed

'In or Out of Season' the Lord's People Serve

Midwinter Week, January 31 to February 8, is the next big thing to look forward to. Have your warmest clothes ready. Arrange to have as much time set aside as possible, so that during this 9-day week you can be in the field with all those who really love the Lord and his Kingdom, singing forth his praises. Some may wonder at a special service week's coming in the heart of winter; but why should God's people, of all people, cease from fulfilling their divine commission because of the seasons, especially when the Bible gives the assurance that neither winter nor anything else will stop the onward flow of God's river of life-giving water. Unlike other rivers, which freeze up in the wintertime, the Lord has truly foretold that "in that day . . . living waters shall go out from Jerusalem; half of them toward the former sea, and half of them toward the hinder sea: in summer and in winter shall it be". (Zech. 14:8) Jehovah foreknew that "in that day", which has already begun, his people would be willing to "preach the gospel in season and out of season", and that in winter or summer they would be joyfully inviting 'those who hear', 'those who thirst' and "whosoever will" to come and take of the water of life freely. When one considers that more than 150 radio stations in this country alone are broadcasting the Kingdom message each week, raising their voices together and together singing the same message, and the thousands of class workers, sharpshooters, pioneer and auxiliary colporteurs who are bearing the same life-giving message to the people throughout the earth, stopping neither for winter nor for summer, one can better realize that we actually are living "in that day" long ago foretold when the opportunity to partake of the living waters would be given to all regardless of seasons. No wonder the prophet of old in ecstasy exclaimed, "How beautiful upon the mountains are the feet of him that bringeth good tidings, that publisheth peace!" (Isa. 52:7) It gives us a thrill of joy, therefore, to announce this Midwinter Week, because we know how enthusiastically those who really love the Lord will respond, and the blessings that will come to them because they do. Because of this assurance in God's Word, we are looking forward to many testimonies' being given to the honor of Jehovah's name.

Last year the anointed put forth a special effort during the last week of January with the book *Prophecy*. The results were very encouraging. This year the plan for Midwinter Week is to offer the people the new $1.00 combinations which are to be made up of any three of the books *The Harp, Deliverance, Creation, Reconciliation, Government, Life,* and *Prophecy,* or of *Light* (Books One and Two) and four booklets. It is suggested that each worker canvass with the entire set of nine books and booklets, offering each one the opportunity of making his own selection of the particular combination desired. **By presenting all the books, the entire set is displayed;** and if real interest is shown, the worker is in a good position to explain that six books may be had for $1.95, or all nine for $2.90. But bear in mind that special stress should be placed on the $1.00 combinations. We believe that this amount will be more within the reach of the majority of the people at this particular time of the year than a larger combination of books. If the $1.00 combination is not desired, then drop to four booklets for 25c. Remember that, as our commission is to preach the Kingdom gospel, a record is to be kept of the number of testimonies given.

That week being in the middle of winter, service directors should begin to map out their territory early, so that, if possible, there will be plenty of territory to work in apartment houses, dwellings over stores, or homes with vestibules, enabling the workers to be out of the cold or inclement weather as much as possible. It would be well for each service committee to actually go over the ground which is to be covered, to see that it is the best available for meeting these conditions, in order that the workers can spend as much time as possible in the witness work.

It has come to our attention that during these special service weeks some of the classes have arranged canvassing parties which meet and have lunch prepared for them at the home of one of the friends. In some cases elaborate meals have been prepared, thus taking out of the field service many of the workers who have had to work hard all morning to prepare the food and all afternoon to clean up. This has encouraged some to come out to eat, and sit around and talk, giving more attention to the social end than to the field service. While it is not the *Bulletin's* desire to criticize, we suggest that instead of making such elaborate social occasions it would be far better that each one bring his own lunch or that a few simple things be prepared. Let the real purpose of the work be kept in mind. Those who do not have the strength to return to the field work in the afternoon, after having been out all morning, should go home and rest up so that they may have the strength to go out the next day, rather than sit around and visit for several hours.

To serve as witness for the great Jehovah is the greatest privilege that any creature could possibly enjoy; and when Jehovah through his organization arranges that a special effort be put forth at any time, it is really important that all those who are in line for the Kingdom and wish to show forth his praises consider such arrangements carefully and prayerfully to see that he is using his time and strength to best advantage.

26 Years in Colporteur Service and Still Going

We have just read an interesting letter from a brother who has been in the colporteur work for years. It was so encouraging to us that we thought you would like to read part of it. He says: "I am now 80 years old and in good physical condition, and still in the colporteur service, in which I have been for 26 years. I thank our dear Lord for this privilege of service. I will now make a radical change in which I expect to leave here after Christmas for ———, and will stay in the service there until death takes me for my reward."

Such a spirit of devotion to the Lord and his cause is conclusive proof that the Lord has some on the earth who think more of him and proving their integrity to him than they do of a life of ease and comfort. Eighty years old, in good health, and all this after twenty-six years in the colporteur work! That's a record few can equal. And the best part of it all is that he's just as determined now as he was twenty-six years ago, if not more so, to stick to the finish. When you behold such devotion, is there any doubt in your mind that the Lord is "gathering out a people for his name"?

How to Report Light

Light, Book One and Book Two, is a two-book combination. When *Light*, Book One and Book Two, is placed with an individual, it is to be reported on the class weekly report and workers' weekly report slip under the respective headings, and is also to be reported as a two-book combination. Some of the directors are failing to report *Light*, Book One and Book Two, as a two-book combination. These are also to be reported as two books when included in a placement with other books. For illustration: If *The Harp, Deliverance* and *Light* (Books One and Two) are placed, they constitute a four-book combination.

Information Regarding Invoices and Credit Memos

Colporteurs and Classes Should Check Monthly Statements

Some of the colporteurs and classes have written to us asking why they have not received a credit memo in acknowledgment of remittances sent in together with their orders. If they will look at the bottom of the invoice for such orders, they will find this acknowledgment. Only when remittances are sent in alone or merely with subscriptions are they acknowledged on credit memos.

The invoices and credit memos should be kept and checked back with the monthly statement, to see that all entries have been made correctly. Compare the date and number with those appearing on the statement, as well as the amount. If you have invoices and credit memos for December and have just received your November statement, do not expect to see December transactions on your November statement. Considerable undue correspondence has been caused by inquiries regarding such matters. The monthly statement shows only the transactions during the current month for which the statement is issued, added to the previous balance of the account. Any transactions occurring after the last day of that month will appear on the next month's statement.

Correspondents

We are continually receiving mail from service directors, service treasurers, colporteurs and sharpshooters in which the only thing in the envelope is a money order or check. Usually these brethren put their name on the outside of the envelope; that is the only way we have of knowing where it comes from. They do not say what is to be done with the check, whether it is for Good Hopes, for radio fund, or for their account. This causes considerable confusion and work. We would ask that each one sending any remittance to this office send an accompanying letter stating what is to be done with the money. Be sure that your letters are always addressed to the proper department. Many times colporteur correspondence is held up because it is not addressed to the colporteur department. Therefore, in order that we may cooperate most effectively in magnifying the name of Jehovah at this time, see that each letter you forward is addressed to whatever department you intend it to be for. Another point is that much of the mail coming to this office does not contain the address of the party writing the letter, making it necessary to search through Watch Tower files in order to ascertain the address before we can answer the correspondence. Each letter should contain, in the upper right hand corner, the address of the party writing the letter. This also will save considerable work and confusion.

How to Report Time

Some of the classes and colporteurs have been confused regarding the method for reporting the time spent in witnessing. When an individual goes out into the service, he should begin to reckon his time from the moment he makes his first call until the last one is completed, taking time out for lunch, of course, if he is out over this period. The only exception to this rule is in the case of canvassing parties which meet together at some central point and then leave for the territory. In such cases only, the time each worker puts in begins to count at the moment the party leaves the place of meeting until he individually completes his last call. In such cases the time of the driver of the car should also be reckoned provided he makes a reasonable number of calls, by which is meant that he does not merely go out to drive the car and does not pass by his opportunities of doing some of the witnessing.

Watch Tower and Golden Age Subscriptions

The office would appreciate it very much if the director, when sending in subscriptions for *The Watch Tower* and *The Golden Age*, would kindly write them all out on Watch Tower or Golden Age slips. It will assist us in keeping a proper check if the names of the subscribers, forwarded by the directors, are listed in their letters when transmitting the subscriptions to us.

GOD'S ANOINTED ALWAYS GLAD TO SERVE

Many Privileges of Service Opened

Door-to-Door Witnessing Is Essential

Why Not Be a Pioneer, an Auxiliary, or a Class Worker?

Write the Society Regarding the Field Service

We believe that the manner in which the Lord used his people during the past year is going to be an inspiration to each one who is of the anointed. That the great God of the universe should condescend to use human creatures in the vindication of his name and giving a witness to the people regarding what he is going to do, should thrill the heart of each one who is thus honored.

Through his Word he says, "My son, be wise, and make my heart glad, that I may answer him that reproacheth me." The Devil has been reproaching the heavenly Father for centuries. He raised an issue which never should have been raised, namely, whether the great Jehovah God is worthy of the love and allegiance of his creatures. Jehovah is the Giver of every good and perfect gift. Those who have been taken into the covenant for the Kingdom and have tasted of his goodness know this to be true. Jehovah says that it is possible for these to make his heart glad by being wise (the fear of the Lord is the beginning of wisdom). Therefore, fear of displeasing Jehovah, and obedience to his commands now, is really being wise, and following this course brings joy to Jehovah because it proves that he can place upon the earth a few individuals who will maintain their integrity under any and every test the Devil brings upon them.

During the past year Satan has used every power at his command to turn the people away from God. He has caused oppression of every description. Unemployment is prevalent throughout the country, causing intense suffering from want of food and clothing among the poor people. Many of the Lord's people who were dependent for their sustenance on some one of the branches of worldly occupations have been thrown out of employment. They have diligently searched for something to do and are unable to find it. We are wondering if the Lord is not permitting this particular condition in order to awaken some of his people who are able to devote their time and energy to his service but who instead of so doing have been using their energies in some branch of Satan's organization. Many of the Lord's people spend days, weeks, and even months, going all over the country trying to find employment in some worldly pursuit, overlooking entirely the fact that every *Watch Tower* and practically every *Bulletin* issued by the Society calls attention to the provision the Lord has for the employment of his people now. The Lord tells us that "the steps of a good man are ordered of the Lord, and he delighteth in his way". Again, God's prophet says, "I have been young, and now am old; yet have I not seen the righteous forsaken, nor his seed begging bread." And again, he says, 'Prove me now herewith, saith Jehovah, and see if I will not pour out upon you a blessing such as you will not be able to hold.'

Surely the time has come when each one who is a part of God's family and of his anointed should take the Lord at his word, instead of permitting Satan to keep them inactive or divert their energies to some branch of his organization. They should realize the fallacy of depending upon that thing which is an abomination to the Lord and will be utterly wiped out root and branch. "Seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you." We are convinced that if many of the friends will do this their blessing and joy in the service and the Lord's provision for their temporal needs will be such that they will never again return to secular employment but will continue joyfully in the Lord's service.

In order to help all who wish to participate in any branch of the Lord's service, we are enumerating in this *Bulletin* the different provisions the Lord is making through the Society for participating in the Kingdom work. The first and great objective of every one of God's anointed should be, if possible, to have all his time spent in the Lord's service. In order that such might be able to enjoy the blessing of giving their entire time and strength in singing forth his praises, the Lord has opened up the pioneer colporteur service. To all whose chief aim in life is to magnify the name of Jehovah, the pioneer colporteur service offers them a wonderful opportunity. No one, however, should enroll with the idea that this is a loafer's job. Experience has shown that the Lord's blessings are on those who are diligent in the service, those who are on the job regularly each day, the same as they would be if working at some secular employment. The requirement for pioneer colporteurs is full time in the service, averaging at least 25 hours a week in actual canvassing. This is not the maximum, but is the very lowest one may do to continue in the pioneer service; and unless one feels that this average can be maintained, we do not believe that the pioneer service should be attempted. For those who are desirous of availing themselves of this, the Society has made special arrangements to carry part of the burden by offering to those who are duly enrolled as pioneer colporteurs the privilege of obtaining literature at less than cost. Those who wish to enter this branch of the service, please write the Colporteur Department for further information.

For those who cannot give their entire time to the Lord's service, because of infirmities or because they find that they must devote some time to secular employment in providing for Scriptural dependents, there is the auxiliary service. The auxiliary service requirements are 12 hours each week in door-to-door field service. Auxiliary colporteurs may work in conjunction with the local ecclesia or, if they are isolated, they may receive an assignment of territory direct from this office. To help those who enter this branch of the service to meet their expenses while in the work special rates are also granted, which may be had upon request. There are still other friends who are living in isolated sections of the country and not associated with any ecclesia, or some who may be associated with an ecclesia but the ecclesia is not organized for service. We recommend to such that if there are four or more friends in the class who can devote a reasonable amount of time to service work each week, they should arrange to organize into a service class, with a service organization of director, stockkeeper, and, if the class is large enough, a service treasurer, so that they can unitedly cooperate in magnifying the name of Jehovah and declaring the purposes of his Kingdom. Where there are fewer than four who can reasonably be expected to participate in the service work the Society has provided a sharpshooter arrangement, so that an individual, either brother or sister, who is able to engage in house-to-house witness work for an average of two hours a week may be enrolled as a sharpshooter and receive literature, bulletins and regional director visits the same as the organized classes. If there are two or three in the class who can average between them two or more hours a week they may appoint one of the friends as sharpshooter, and the account will be opened in that individual's name, and territory assigned and books shipped to them, and each one can do what he is able in the way of service, receiving books and territory assignment from the sharpshooter and reporting back to him the amount of territory covered and literature placed so that the sharpshooter can include it in his report to the Society.

Further details covering all the branches of service mentioned above will be gladly supplied by writing to the Service Department or the Colporteur Department. Each one of the above branches of service requires regular reports from those who participate in it. All colporteurs and classes are required to report once a week, regularly, and sharpshooters are required to report once a month, showing the literature placed and the number of workers participating in the work.

Jesus made this statement: "Herein is my Father glorified, that ye bear much fruit." The bearing of fruit means carrying to others the life-sustaining fruit of the Kingdom, which is the truth concerning God and his purposes. All who really love God are anxious to increase their opportunities of bearing this fruit because it vindicates the name of Jehovah, it gives a witness concerning the purposes of Jehovah, and it brings hope and peace to the hearts of those who receive it as of the Lord. Surely, then, every one will want to avail himself of one of these branches of the service. If you have been desiring to participate in some branch of the service in the past and were not familiar with the requirements, write us now regarding any one of these branches and we shall be glad to cooperate with you in getting started.

Your Work and Its Effects

"Joy to the World"

Wouldn't you sometimes like to look into the homes of some of those with whom you have placed the books and see just how the message they contain is being received? Haven't you often wondered whether or not the people were sharing in the happiness which you had when placing the books with them? The following letter has just been received from a man who recently obtained the set of 9 clothbound books from an auxiliary colporteur.

"Nov. 16, 1930

"International Bible Students Ass'n,

Dear Brethren in Christ Jesus:

"September 30, 1930, we purchased from Mrs. B. a full set of books. . . . We are thanking God for them and will say that it was God answering prayer. We were members of a church and all the while there was no comfort there; so we were praying and asking God to show us the light. So we know now that on Sept. 30, 1930, God did answer our prayer, and now we understand and know the truth of God and his great love. Oh, it means so much to us at this time; because last April we gave our little girl up, and now we understand just how we are going to meet her and that it will not be long! Although we have had the books only six weeks, we have learned a wonderful lot from God's Word with the aid of the books. We can't thank you enough for your effort and that you have been willing for God to use you in this wonderful work, and I am praying that the Devil will never be able to squeeze in on your work.

"Now there are a few important questions we would like to ask you. What stations do you broadcast your programs over? Also where will your next convention be held, and on what date? . . . Another thing, we understand you print a magazine known as *The Golden Age*. If satisfactory, we would like to have a copy of this. Also, we have four children that we have taken out of the Sunday school: ages, a boy 17, girls 13, 10 and 7; and since the books we have are out of reach of some of them, we thought it possible you might have some study they could comprehend. May God bless you, is our prayer.

"Yours in Christ,

(Signed) ————

"P.S. In answering this letter we want you to feel free to speak plainly, as you have in your books, and give us the best information you have at hand."

As a result of this one testimony made by the sister who placed these books, real happiness is being enjoyed by this family of six.

What Constitutes a "Worker"

In some cases directors report an individual as a worker for every time he goes out in the service. If Brother B. went out seven different times a week, some directors report 'seven workers'. It should not be reported in this way. Each individual is to be reported as a worker; and if he goes out five, six or seven times a week, he is still to be reported as one worker on that week's report card.